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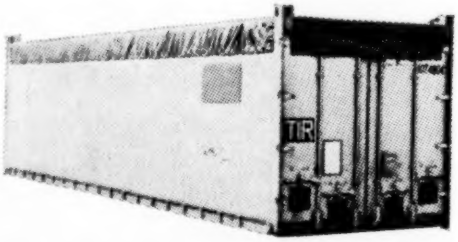

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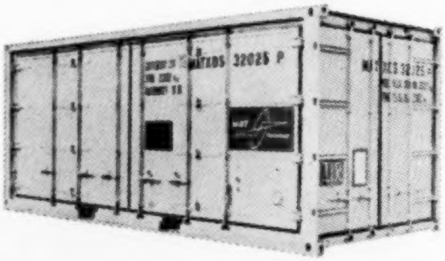

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Front cover photograph

The 'Chopper', a new 'fun bike' specially designed for the North American market, is seen here on the final asembly line at the Nottingham works of Raleigh Industries Ltd., before being placed into containers for shipment to the United States. Special features of the new bicycle include an advanced design wedge chassis; a 'Hi-rise' handlebar with moulded finger-grips; 16-inch front wheel (20-inch at the rear); a new 'bucket' saddle and caliper brakes. There are three models, produced in a wide range of bright colours.

Index to Statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

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Mileage and traffic (A)	9 July 1969
Trade by air (6-M)	28 Mar. 1969
Balance of payments (Q)	25 June 1969
Bankruptcy orders (Q)	6 Aug. 1969
Business names registered (A)	7 Feb. 1969
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Distributive and service trades (A)	7 Mar. 1969
Industry's capital expenditure (Q)	9 July 1969
Industry's investment intentions (3 times a year)	24 Jan. 1969
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Board of Trade addresses	13 Aug. 1969
Board of Trade regional organization	6 Aug. 1969
British and Commonwealth chambers of commerce and other British business organizations overseas	10 Nov. 1968
British commercial representatives overseas	18 June 1969
Customs notices of interest to exporters	23 July 1969
Directory of Board of Trade departments and their work	29 Mar. 1969
ECGD local offices	23 July 1969
Half-yearly index – Jan.-June 1969	30 July 1969
Official Receivers' offices	21 June 1969
Programme of trade promotion	13 Aug. 1969

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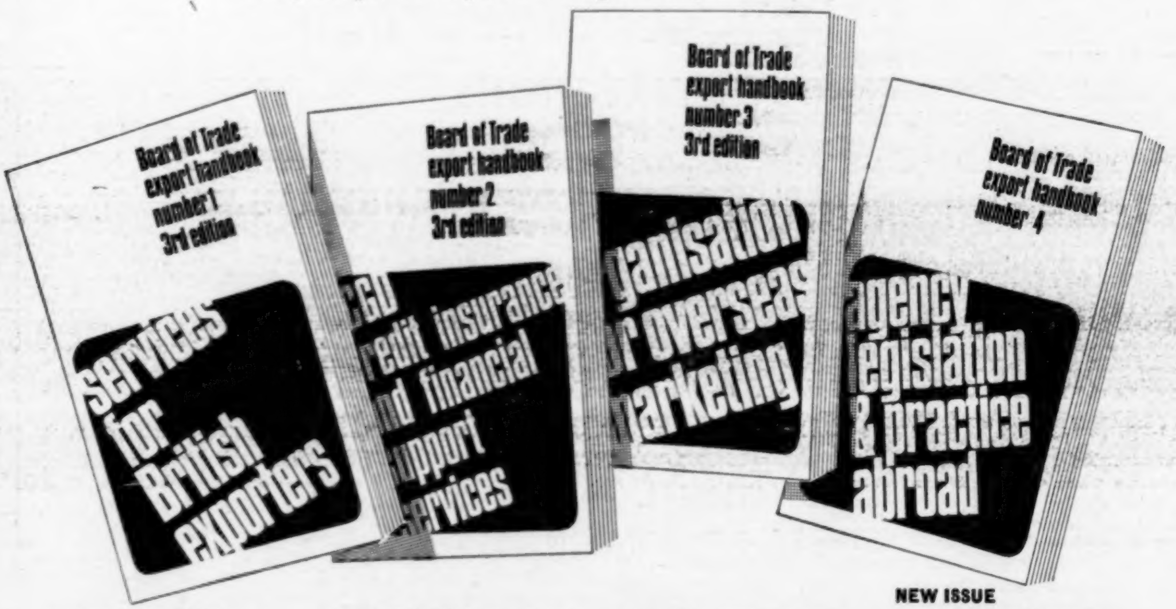
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TRADE OPPORTUNITIES IN EEC COUNTRIES

Selling capital and industrial goods in Italy

By John Ford, CMG, MC, Counsellor (Commercial), British Embassy, Rome

This is the first of two articles on trading with Italy. The market for consumer goods there will be considered next week. Other articles in this series so far have covered the market in Belgium for capital goods (August 6) and consumer goods (August 13), in France for British consumer goods (July 16), and capital goods (July 9); capital and consumer goods in the Netherlands (June 18 and June 25 respectively); the markets for consumer and capital goods in the Federal Republic of Germany (February 28, March 14 and May 2).

The Telephone Manufacturing Company, Transmission Division, a member of the Pye of Cambridge Group, secured an order during February in Italy for programme channelling. The system was delivered and operating six weeks after the contract was signed. Picture shows from left to right Mr. R. E. Hunt (sales manager of TMC) at the TMC St. Mary Cray factory with Ingr. G. Spadini and Ingr. S. Carretta of Telespazio, the Italian State Communications Authority, who carried out acceptance tests of the equipment. Recently another member of the Pye Group, Pye of Italy has equipped 115 taxis in Rome and Bologna with complete radio-telephone control.

ITALY HAS BEEN called the Japan of Western Europe. In 1945 her economy was in ruins; but the ravages of war and the subsequent Marshall Aid opened the way for her to reap for the first time the industrial reward of political unification a century ago. In two decades she has maintained a leading rate of growth in Western Europe, with an average real annual increase in GNP of about 7 per cent. The growth of industrial production is particularly striking. Taking 1958 as 100 Italian industrial production stood at 201 in 1966 compared with 132 for Britain, 149 for France and 161 for Germany. She is already a major industrial power whose exports are challenging Britain's and her EEC partners in many of their traditional markets.

The Italian market

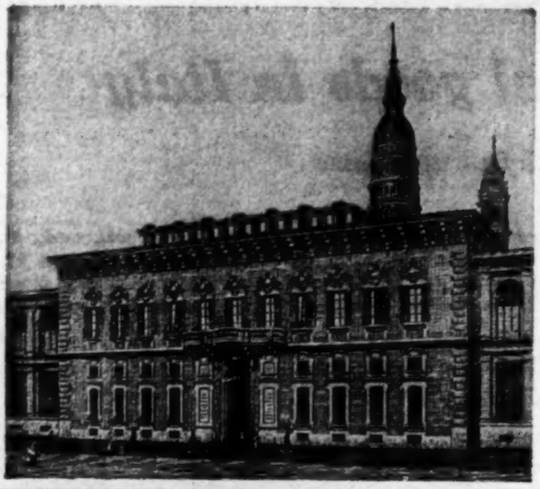
Italy's industrialization is centred on the North where 80 per cent of the agents handling British exports are located, and where Milan is the country's *de facto* capital for commerce and industry. The rapid industrialization of the North has encouraged a flight of labour from the South and widened the traditional gap between the developed North and the under-developed South in spite of the Government's attempt to channel 40 per cent of new investment by state and para-statal organizations into the South and the providing of big incentives for private investment in under-developed areas mainly under the auspices of the Cassa per il Mezzogiorno. Already Italy has in the Fiat Company Europe's largest motor car manufacturer with licensing agreements in Russia, Spain, Yugoslavia and elsewhere, in Pirelli a major international rubber and cable combine, a steel industry which is increasingly making its mark on the world scene (the fastest growing in Europe and now seventh largest in the world), a state hydrocarbons group ENI which is challenging the 'seven sisters' (as Italy's late oil-king Mattei called the big international oil companies) as well as entering into the nuclear field, and a ship-building industry which has recently been extensively modernized and re-organized to put it in the first league. In the field of electro-domestic appliances Italy is now in the forefront of the world with Europe's probably most aggressive companies, Zanussi, Indesit and Ignis. These, however, are only a few examples of Italy's leading industries of world stature. To the British exporter of capital equipment Italy is also important as a centre for obtaining valuable sub-contracts for work being done all over the world by Italian contractors and consultants specializing in package deals. For this kind of business the EEC tariff is naturally no handicap to British exporters in competition with Italian and other Common Market suppliers.

While Italy's exports of industrial goods are increasingly rapidly, 58 per cent of her imports are still of capital and industrial goods which amounted in 1968 to about £2,000 million in value. Though the United Kingdom has lost ground to Germany, France and the United States as a supplier of industrial goods to Italy (between 1953 and 1967 the EEC's share of total Italian imports went up from 22.1 per cent to 34.9 per cent), we are still Italy's fourth largest supplier and hold over 4 per cent of the Italian market.

The Italian market is becoming increasingly sophisticated and Italian industrialists are, because of the rising costs of labour, second to none in the world in seeking labour-saving machinery, while the Italian tax system and investment incentives tend to encourage modernization and rapid amortization of equipment. Increasingly Italian industrialists roam the world's main industrial Fairs in search of new ideas and equipment from which they are quick to profit. The British exporter therefore must be prepared to find in Italy a tough and competitive market in which the prospective purchaser pays great attention to quality while also having the traditional Italian taste for style and smart appearance.

This year Italy's industrial product is expected to increase by 8.9 per cent compared with last year's 6.3 per cent and major investment programmes for the para-statal industries in 1970 have just

(Continued on page 483)



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been approved by the State Planning Committee. Under these plans the IRI group, which accounts for just under 20 per cent of Italian industrial output, will invest some Lit. 222 milliards in telecommunications, Lit. 159 milliards in the mechanical industry, Lit. 144 milliards in the steel industry and Lit. 141 milliards in autostrada construction. ENI will spend from Lit. 160-190 milliards in fuel exploration and production at home and overseas, Lit. 17 milliards in oil pipeline and tanker equipment, Lit. 36 milliards in petrol distribution, Lit. 42 milliards in gas pipeline improvements, Lit. 10 milliards in the nuclear sector, Lit. 67 milliards in its chemical sector, and Lit. 16 milliards in the textile sector; the EFIM group will be authorized to invest Lit. 110 milliards; and the ENEL state electricity authority is completing its Lit. 2000 milliards programme for 1966-70. Large-scale investment is also planned by major companies in the private sector; and, in spite of the lack of an effective capital market, Italy's middle and small scale industry is still expanding dynamically. Unless, therefore, the country's political or world monetary problems lead to a loss of confidence, there should through 1970/71 be an increasing demand for industrial and capital goods which should provide good opportunities for the aggressive British exporter.

British exports

In 1968 British exports to Italy amounted to £160.3 million. Among the main categories of industrial goods exported to Italy were the following:

British industrial goods exports to Italy

	1968	1967	Percentage change
Machinery, other than electric	37·3	(33)	*+13*
Electrical machinery	8·7	(6·7)	*+30*
Transport equipment	14·1	(13·3)	*+3·4*
Chemicals	14·0	(14·1)	*-0·7*
Non ferrous metals	17·0	(13·8)	*+23*
Scientific and optical goods	6·1	(4·9)	*+28·5*
Iron and steel	5·7	(4·5)	*+26*

In the first half of this year British exports were up 13.5 per cent over the same period in 1968. This compares with a rise of 23 per cent of total Italian imports in the period. The main impediment to a stronger growth in British exports remains the Common Market tariff penalizing British exporters by duties of around 30 per cent more than those paid by their German, Italian and French competitors.

The Commercial Officers attached to the British Embassy and the Consulates throughout Italy began last year an intensive programme of visits to Italian factories and industrial organizations with a view to widening their contacts and discovering openings for British exports. During the course of last year they reported back a total of 526 opportunities in the industrial goods field. Of these reports 276 led to some form of negotiation between British companies and the Italian organization concerned, and when the results were analysed in the Spring of this year negotiations concerning 237 reports were still continuing and 21 agency agreements, one licensing agreement and 23 sales agreements had been concluded. So far during the first six months of this year Commercial Officers have reported 599 export opportunities concerning industrial and consumer goods, but it is too early yet for any analysis of the results to be possible. These figures show that there are still plenty of opportunities for British industrial and capital goods exports in Italy.

James Neill and Company (Sheffield) Ltd. have recently secured an order for approximately £20,000 worth of 'Eclipse' magnets from Ava Electronica of Italy. Mr. N. P. H. Neill, technical manager of the magnet department, demonstrates the virtues of the magnet to Ing. Avallone, director of the Italian company (seated), watched by Sig. Cardone, Neill's Italian agent.

On the basis of Commercial Officers' experience when visiting factories this year the Consulate-General at Milan are now taking a closer look at the following commodities which, we think, might be specially suitable for promotion during the next 12 months:

- Measuring, testing and analysing equipment for laboratories.
- Packaging machinery.
- Pharmaceutical industry equipment.
- Hydraulic, pneumatic and fluidic systems and components.
- Electronic components for logic circuits.
- Automatic feed equipment for machinery particularly including presses and extrusion machines.
- Hospital equipment.

During the next few months they will, therefore, be particularly on the watch for opportunities in these fields.

(*Continued on page* 485)

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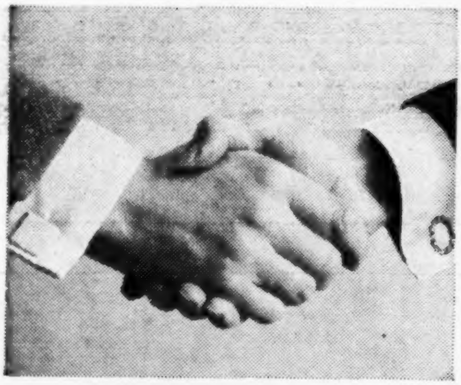

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Points for the British exporter

Public Sector – The Italian public administration, excluding the state-controlled industries which purchase equipment and supplies in the same manner as private industries, accounts for about 1/7th of total Italian investment and is increasing its expenditure. Italian authorities place few restrictions in theory on participation in public works contracts by foreign firms from countries such as the United Kingdom which do not themselves discriminate against Italian firms in their public works contracts. In practice, however, preference tends to be given to national firms. It is in any event essential for exporters tendering for public contracts to have on-the-spot representation to smooth the way months and often years before the contract is placed, and ready to give adequate after-sales service where applicable. Would-be British suppliers to Italian Ministries must generally be registered and fuller details about tendering for Italian Government contracts, together with guidance about the methods of registration, are available from the Export Services Branch of the Board of Trade at the address given at the end of this article. (Ask for the paper entitled 'Tendering for Italian Government Contracts – Public Works and Supplies').

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(*Continued on page* 487)

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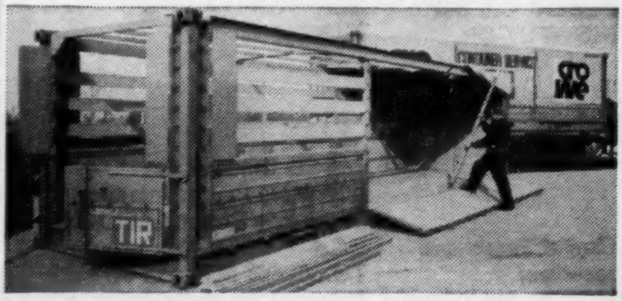
ITALY FOR CAPITAL GOODS



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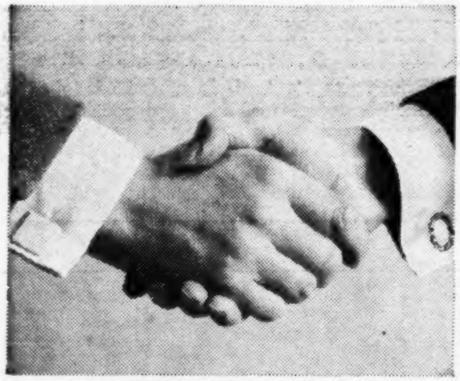

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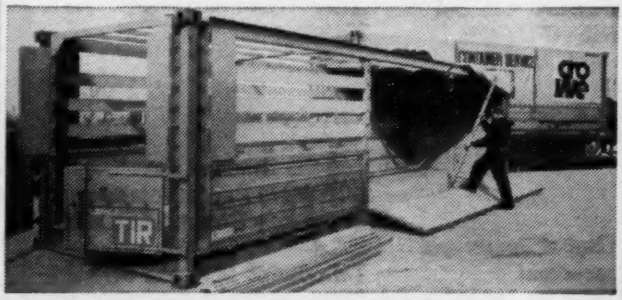

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in view of the fact that the three companies which I have mentioned are normally prepared to pay in cash for the equipment they purchase for the use of their customers.

Trade fairs – Trade fairs tend to be a mushrooming phenomenon in Italy as the main Italian cities try to rival each other's trade activities and Italy seeks to impose her personality on the world scene as a relatively new major exporting state. Many of the trade fairs are general fairs at which some agents exhibit British goods, but which are not suitable for British participation on an industrial basis under the Board of Trade's scheme for mounting Joint Ventures. Nevertheless, in the past Joint Ventures have been mounted at such fairs as the Turin Motor Show, Turin Air Show, Padua Mechanical Handling Equipment Fair (TRAMAG), the Milan Plastics Fair (PLAST '68); but too often participation has not become a regular feature or been followed up energetically enough afterwards. Given the increasing importance of the Italian market, it is my hope that more interest will be shown in future by British trade associations in the specialized Italian trade fairs. In particular BIAS (instruments and automation), BIMU (machine tools) and the Milan Components and Measuring Instruments Exhibition (all three of which are held at Milan) and the Genoa Boat Show and Container Exhibition seem good candidates for British participation. Likewise the new Turin Industrial Vehicles Show may well offer opportunities for profitable British participation.

Delivery and After Sales-Service – The Italians set great store by punctual delivery and satisfactory after-sales service and all too often our inquiries about the reasons for failure to Buy British meet with the reply that past experience has destroyed confidence in British exporters' ability to maintain delivery dates and after-sales services. Italians recognize that sometimes the failure to meet a delivery date is the result of *force majeure* and unavoidable, but they are less sympathetic when the delay is the result of a British exporter's failure to take account of the delays inherent in Customs procedures, and when repeated inquiries fail to elicit any reply from the British exporter (Italian Customs procedures are such that British exporters are usually well advised to employ Customs agents either directly or indirectly through good forwarding agents) I cannot stress too strongly the importance from the good-will point of view of replying rapidly to correspondence, even if the replies have to be interim.

British commercial services

In view of the importance of Milan, which is the *de facto* commercial and industrial capital of Italy, the British commercial services have been concentrated on the Consulate-General at Milan which now directs the export promotion work of the commercial staffs in all the Consulates, as well as in the Embassy itself, under my overall direction.

In general the commercial staffs in Italy find that they are hampered by a lack of knowledge of what British industry wants to do in Italy. With a greater feed-back of information from British exporters and more knowledge about their marketing plans in Italy, the Commercial Officers would be able much more effectively to bring export opportunities to British firms' notice and help them in their export campaign in Italy.

British manufacturers seeking agents in Italy, or requiring more information about the Italian market for their goods, should make their first approach to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Telex No. 886143 Answer Back: Bothillgate, Ldn.) or their

(*Continued on next page*)

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Telex: 23430

nearest Board of Trade Regional Office. *Copies of 'Tendering for Italian Government Contracts – Public Works and Supplies' may be obtained by telephoning 01-248 5757, Ext. 698. Export Services Branch and the Regional Offices can also give advice and assistance to British exporters planning business visits to Italy, provided they have adequate notice of the visit.

**Addresses on page 406, August 6 issue.*

Export opportunities in Italy—capital goods

Brief details are given below of some inquiries for British goods, offers to represent British principals, etc., published in recent issues of the Export Service Bulletin. *Copies of the Bulletins, which contained the original notices, and photocopies of any documents relating to them may be purchased by British firms.*

Orders for Bulletins (2s. each) and documents (the price of these varies. See individual notices) must be accompanied by a remittance for the correct amount in the form of a cheque or postal order (not postage stamps) made payable to the Principal Accountant, Board of Trade, and should state the country, commodity and reference number. However, firms which have opened Deposit Accounts with Export Services Branch, Board of Trade may order Bulletins or photocopies by telephone, telex or letter unaccompanied by a remittance.

Note: *An asterisk in the text indicates that documents may be borrowed.*

All inquiries should be addressed to the Editor, Export Service Bulletin, *Board of Trade, Room H09, Hillgate House,* 35 *Old Bailey, London, E.C.*4 *Tel.* 01-248 5757, *Ext.* 7016, 7017. *Telex* 886143. *Answer Back BOTHILLGATE LDN; Telegram EXSERBRA.*

Reference No.	Commodity		Bulletin No.
E.S.B. 27282/69	Electronic components	Source of supply	123/69
E.S.B. 27271/69	Fodder handling equipment	Manufacture under licence	123/69
E.S.B. 25264/69	Earth-moving machinery	Manufacture under licence	123/69
E.S.B. 26271/69	Electrical components and fittings	Agency	122/69
E.S.B. 26490/69	Ointment mixer	Source of supply	122/69
E.S.B. 26272/69	Onion dehydrating plant	Source of supply	122/69
E.S.B. 26770/69	Steel rods	Source of supply	122/69
E.S.B. 26414/69	Hospital equipment	Source of supply	121/69
E.S.B. 26208/69	Aerosol filling machines; bottled liquids filling and capping machine; tablet compressing and coating machine	Source of supply	120/69
E.S.B. 26308/69	Electronic control system; laboratory equipment; pumps; separators; steam turbine units; tanks	Source of supply	120/69
E.S.B. 26273/69	Medical apparatus and instruments; optical instruments	Agency	120/69
E.S.B. 26358/69	Asbestos	Source of supply	119/69
E.S.B. 25937/69	Electronic instruments and equipment	Source of supply	118/69
E.S.B. 25763/69	Animal food plant and machinery	Source of supply	117/69
E.S.B. 25350/69	Sheet iron	Source of supply	115/69
E.S.B. 23874/69	Nickel anodes	Source of supply	115/69
E.S.B. 25269/69	Refrigerator components	Source of supply	114/69
E.S.B. 25272/69	Semi-conducting tape	Source of supply	114/69
E.S.B. 25144/69	Vasi equipment	Source of supply	113/69
E.S.B. 20312/69	Gas chromatographs; pesticide analysis equipment; pollution analysis equipment	Source of supply	112/69
E.S.B. 18960/69	Steel	Source of supply	112/69
E.S.B. 23682/69	Heating plant accessories, industrial	Agency	111/69

HOW TO BUILD UP MAILING LISTS OF OVERSEAS BUYERS

Lists of potential importers of certain British products in overseas countries are available to exporters from the Export Services Branch of the Board of Trade.

These lists, which are mainly of a non-technical nature, enable exporters to mail details of their products or new lines to potential buyers in all parts of the world at appropriate intervals.

Many firms have found that direct mail of this kind, limited to brief concrete details in the language of the country concerned, can become a valuable supplement to the efforts of the salesman. ***Inquiries for these lists of overseas importers, giving the type of goods involved and the countries to be covered, should be made to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 245)***

Criticism of BoT in Public Accounts Committee Report

SOME ASPECTS of Board of Trade activity are criticized by the Committee of Pubic Accounts whose reports on Session 1968-69 were published on August 14 (HMSO, price £3 9s. 6d.).

The criticisms referred to:

delay in introducing legislation to amend The Economy (Miscellaneous Provisions) Act, 1926, which requires that in fixing the scales of fees for Bankruptcy and Companies Winding-up Proceedings, regard shall be had to the average costs of administration;

failure of the Board of Trade and the Treasury to take effective steps to restrict the deficits in respect of Bankruptcy and Companies Winding-up Proceedings which in the eleven years since the Committee of Public Accounts of 1957/8 reviewed the figures had produced a cumulative deficit of some £7.3 million falling on the taxpayer, despite the statutory obligation to charge economic fees;

the circumstances leading to the write-off of some £2.4 million in respect of a loan of £3 million made by the Board of Trade to the Firth of Clyde Dry Dock Company Ltd. in connection with a scheme for the construction of a large dry dock at Greenock;

failure of the Board to introduce rent revision clauses in 21-year leases for factories on its industrial estates. The report states that five years ago Treasury had asked the Board to re-examine the position to take account of falls in money values and of rises in real current market values;

long delay in ending losses, currently running at about £50,000, on canteens on industrial estates in Scotland.

The report states: 'Your Committee have found it necessary to comment adversely on long delays by the Board of Trade in reaching sensible decisions involving an increase in income or a reduction in expenditure. In each of the cases referred to, the Board were under pressure from the Committee of Public Accounts, the Estimates Committee or the Treasury to come to a decision and the delay in reaching it must have caused a substantial loss to the taxpayer. Your Committee appreciate the Board's difficulties in reaching decisions in these cases, but the difficulties do not seem to them to have been such as to justify the time taken to reach them. They cannot escape the conclusion that these delays indicate a lack of vigour in dealing with financial questions and in watching the interests of the taxpayer and they expect the Board to act with more urgent concern for economy in future.'

The Government's formal reply to the Committee's comments will be published in due course.

Meanwhile, on the first point the Board state that 'bankruptcy fees were increased as from October 1, 1965, and there was a further increase in bankruptcy fees, and an increase in companies' liquidation fees, as from May 1, 1969. The Committee have been informed that in the 1969-70 session the Government expect to introduce a Bankruptcy and Companies Winding-up Investment Account Bill which will meet the points referred to in paras 25-29 of the Committee's Report.'

On the remaining points the Board of Trade state that the committee's remarks should be considered against the background of the policy of successive governments to provide substantial financial assistance to promote industrial growth and reduce the evils of unemployment in the development areas. The Board's annual report on the Local Employment Acts shortly to be published will show that for the nine years ending March 31, 1969, the assistance offered by the Board on loans, factories and grants under the Local Employment Acts totalled £317 million, of which £109 million was on loans and £82 million on factories. The additional employment expected to be provided when the assistance was offered was nearly 500,000.

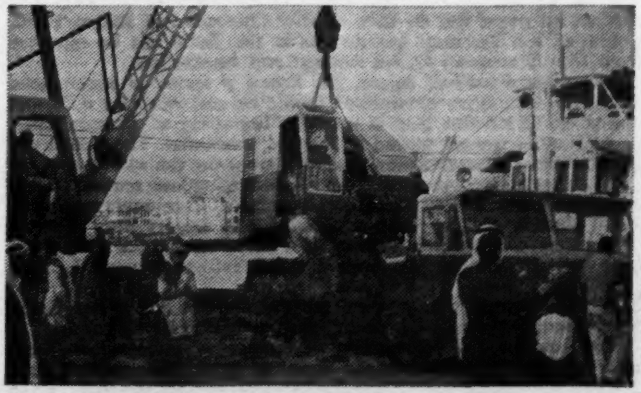
It was in the context of this policy of encouraging employment in the development areas that the Board considered it undesirable to withdraw at an earlier stage, and before an increased range of other incentives (see para 198 of the report) could be seen to have taken effect, the availability of a long, unbroken lease on favourable terms for the Board of Trade factories which had acted both as an incentive to firms to move to development areas and a reasonable guarantee that employment would be provided for a long period. This policy was very successful and the total area of factory space currently owned by the Board of Trade is some 60 million sq. ft. About 250,000 people are employed in these factories which, as the committee observes, produced a gross rental in 1967-68 of £5.5 million. For similar reasons the Board, and the Scottish Industrial Estates Corporation, were reluctant to discontinue at an earlier date operating the canteens which have in the past provided a valuable service on the Board's industrial estates in Scotland.

The loan made to the Firth of Clyde Dry Dock Co. on which the committee have commented, and which has resulted in a write-off of £2.4 million, was first approved under earlier legislation, the Distribution of Industry Acts. Of the loans offered by the Board of Trade since 1960 under the Local Employment Acts only about £1 million or one per cent of the total, has been written off.

British commercial representatives overseas: amendments

THE LIST of British commercial representatives overseas as published in the *Board of Trade Journal* on June 18, 1969, should be further amended as follows:

AUSTRALIA – MELBOURNE – *insert* '(Telex AA 30660, a/b Melbourne Ukrep AA 30660)'
SYDNEY – *insert* '(Telex AA 20680, a/b Sydney Ukrep AA 20680)'
BRISBANE – *amend* telephone number to '21.4933/6'
BOLIVIA – *insert* 'Mr. D. J. Moss' (First Secretary (Commercial))
BRAZIL – RIO DE JANEIRO – *amend* telephone number to '225-7252'
CANADA – *amend* the international telex dialling code for *all* posts from '206' to '207-21'
COSTA RICA – *amend* postal address to 'Apartado 10056'
CUBA – *insert* 'Mr. D. F. Ballentyne' (First Secretary (Commercial))
DENMARK – COPENHAGEN – *insert* 'Mr. G. W. Marshall, MBE, BEM' (Counsellor (Commercial))
EL SALVADOR – *amend* telex number to '201-20133'
HONG KONG – *delete* 'Mr. M. P. V. Hannam, Principal'
substitute 'Mr. J. K. Blackwell, CBE, Senior'
LIBYA – BENGHAZI – *amend* address and telephone number to '36 Sharia Gzier, Benghazi (Tel. 3670)'
MALAWI – *delete* 'Fotheringham Road' from the address and *amend* telephone number to '2328/9'
MALTA – *delete* 'Mr. A. J. Salmon'
substitute 'Mr. R. K. Robertson'
NEW ZEALAND – WELLINGTON – *amend* telex number to '207-74 NZ 3325'
NIGERIA – LAGOS – *amend* postal address to 'Private Mail Bag 12136'
SOMALI REPUBLIC – *insert* address 'Via Londra 7/8 Mogadishu'
SWITZERLAND – BERNE – *amend* telex number to '2052-32847'
TURKEY – *delete* entry for IZMIR.
ANKARA – *amend* telephone number to '183240/2'



Overseas AST has recently taken delivery of a Ruston-Bucyrus 25-T Transit crane for work on the development of oil resources in Dubai. The crane can lift 25 tons. Over a dozen, valued at £½ million are now in service in the Gulf area. Picture shows unloading of the 25-T for Overseas AST at Dubai, using a similar crane of the Dubai Port Authority.

Mr. Crosland and Mr. Soames for ECE capital goods conference

MR. ANTHONY CROSLAND, President of the Board of Trade, and Mr. Christopher Soames, British Ambassador to France, will speak at a one-day meeting on the export of capital goods to France which BNEC Export Council for Europe is holding on November 12. ECE's chairman Sir Hector McNeil, who is chairman of Babcock & Wilcox, will reside over the conference.

Consideration of mergers by the Board of Trade

IN CARRYING out their responsibilities under the Monopolies and Mergers Act, 1965, the Board of Trade announce that on the information at present before them it is not their intention to refer the following proposed mergers to the Monopolies Commission under the provisions of that Act:

Rio Claro Investment Trust Ltd., and The Anglo-Celtic Trust Ltd.
The Northern American Trust Co. Ltd., and The Camperdown Trust Co. Ltd.
Ronson Products Ltd., and British Flint and Cerium Manufacturers Ltd.
Grand Metropolitan Hotels Ltd. and the Express Dairy Co. Ltd.

Economic adviser to the Board of Trade

ON SEPTEMBER 1, Mr. J. F. Wright, now Special Adviser, will be taking over from Mr. W. Beckerman as Economic Adviser to the Board of Trade.

Mr. Beckerman is leaving the Board to take up his appointment as Professor of Political Economy at University College, London, but will continue to advise on certain particular matters as a part-time consultant.

Annual review of temporary exemptions from import duty

THE BOARD OF TRADE announce that they are now reviewing all temporary exemptions from import duty (mainly chemicals) that are due to expire at the beginning of January 1970. These exemptions were granted by the Import Duties (Temporary Exemptions) Orders specified below:

Order	Statutory Instrument
No. 6	1968 No. 1948
No. 1	1969 No. 232
No. 2	1969 No. 572
No. 4	1969 No. 839

and any subsequent orders to be made in 1969.

A list of the goods temporarily exempt from import duty also appears on pages 406 to 429A of HM Customs and Excise Tariff. Copies of the Statutory Instruments or the Tariff can be obtained from HM Stationery Office through any bookseller.

Except as described below, the Board propose to recommend that these temporary exemptions should be continued for a further period of 12 months, that is until the beginning of January 1971, or such other shorter period as may be warranted. The Board will not recommend continuance, or continuance for the whole year, if:

(i) requests are received from United Kingdom manufacturers or from United Kingdom agents of Commonwealth producers, seeking reimposition of the import duty because they will be in a position to meet a substantial proportion of the United Kingdom demand before January 1, 1971, or

(ii) the persons who applied for exemptions notify the Board that they do not wish the exemptions to be continued.

Requests for the termination of temporary exemptions should reach the Tariff Division of the Board of Trade, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1 (Tel. 01-222 7877, Exts. 2515 (chemicals) or 3576 (non-chemicals), not later than October 1, 1969. United Kingdom manufacturers or agents of Commonwealth producers are asked to state whether their names may be passed to the applicants for temporary exemption.

Applications for temporary exemption from import duty

THE BOARD OF TRADE is considering an application for the temporary exemption from import duty of the material listed below on the ground that this material is not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for this material, or who are interested in its future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by September 3.

Tariff heading	Proposed definition for tariff purposes	Appiled for as	Exemption required until	Reference
81.04	Wrought titanium of a purity exceeding 99·6 per cent titanium, in the form of slabs of a thickness of not less than 4½ inches nor more than 6 inches, of a width of not less than 36 inches nor more than 48 inches, in random lengths.	Forged titanjum slabs – thickness not less than 5" not greater than 6" width not less than 36" not greater than 48" in random lengths.	December 31, 1969	
	Wrought titanium alloy containing not less than 3 per cent nor more than 5 per cent by weight of vanadium, not less than 5 per cent nor more than 7 per cent by wieght of aluminium, the balance being mainly titanium, in the form of billets of not less than 4 inches nor more than 7 inches in diameter, or not less than 4 inches nor more than 7 inches square, in random lengths.	Forged titanium alloy billets not less than 4" diameter or 4" square not greater than 7" diameter or 7" square in random lengths.		

New address for Custodians of Enemy Property

THE ADDRESS of the Custodians of Enemy Property for England, Scotland and Northern Ireland as from August 6, 1969 is as follows:

The Custodian of Enemy Property, Board of Trade, Finance Division, Norman Shaw North Building, Victoria Embankment, London, S.W.1 (Tel. 01-930 4349).

'New Technology' for August

THE NEW computer-aided design service which the Ministry of Technology is offering industry through its Atlas Centre at Cambridge is described fully in the lead article of the August issue of *New Technology*, the Ministry's monthly bulletin to industry. Other features include 'Sources of finance for innovation', and the work of the National Physical Laboratory in polarimetry. *New Technology's* monthly Statistical Indicator illustrates how a rapid expansion of the United Kingdom market for telecommunications equipment has been met by home production.

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room* 437, *Board of Trade,* 1 *Victoria Street, London, S.W.*1 (*Tel.* 01-222 7878, *Ext.* 2653/6) *and not to HMSO.*

Metrication and consumer goods—first meeting of Steering Committee

THE METRICATION BOARD'S Steering Committee for Distribution, Food and Consumer Goods held its first meeting on August 6, under the chairmanship of Mr. Gordon Bowen, director of the Metrication Board. The Steering Committee will be responsible for co-ordinating the work on metrication for distribution and retailing generally and for the industries principally concerned with producing consumer goods, notably food, drink, tobacco, textiles, clothing, footwear, household goods and toilet preparations.

The committee reviewed this wide field of responsibility, and examined the extent to which planning the change-over was already being undertaken by the industries concerned. It recognized the importance of identifying gaps in the planning of the change to metric and the urgent need to fill them. The committee devoted particular attention to the importance of developing the links between manufacturers, wholesalers, retailers and consumers.

The committee formed a general view that firm progress was being made in many of the manufacturing industries with which it was concerned, although there were laggards in some sectors. The work being done by BSI on packaging standards was indispensable to a smooth and speedy change-over to metric units and on linking changes here with international standards. The retailing sector was only now beginning to consider in detail possible solutions to the problems which it had identified. The committee considered that positive measures to educate the general public about the change to metric units to be of critical importance to the success of the whole programme. The committee noted for subsequent consideration the views expressed by the dairy industry on container sizes for milk and the views of the Brewers Society on the retailing of beer. The hope was expressed that the United Kingdom textile industries would be able to adopt a common approach to the change-over in their industries. The committee had a preliminary discussion on the changes which will be required in the Weights and Measures Act, 1963.

The committee will now proceed to examine in greater detail the progress made in various sectors, the problems being encountered and the remedies being found. Trade associations are invited to send reports or memoranda to the Secretary, Steering Committee for Distribution, Food and Consumer Goods, Metrication Board, 22 Kingsway, London, W.C.2.

BSI warning on metrication to packaging industry

THE BRITISH STANDARDS Institution has announced that its committee dealing with the packaging industry is taking urgent action to alert the industry to the need for co-ordination with BSI in its changeover to the metric system. Trade associations, suppliers, manufacturers and users are being asked not to finalize arrangements in their own immediate areas without feeding their proposals to BSI. The accent is on co-ordination and rationalization – which could offset the cost of the changeover.

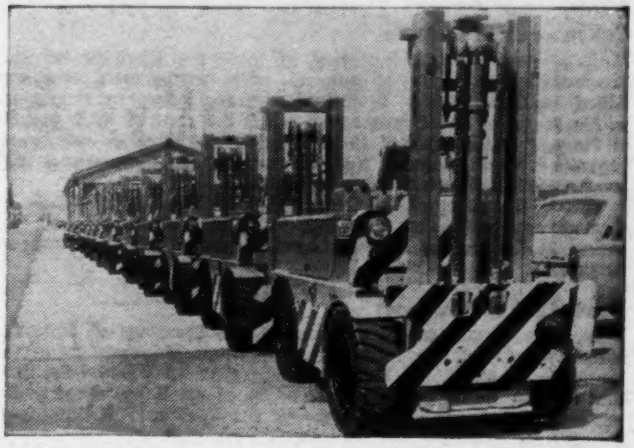
According to Mr. Eric Dickens, a consultant and chairman of BSI's main packaging committee, commenting on August 8 about the activities in metric co-ordination. 'If the changeover is to be completed smoothly and with the minimum cost, it is essential that we have a constant feedback of information to a single co-ordinating centre – BSI. Independent action by organizations could cause turmoil and delay the programme. Delay and confusion can only mean one thing – higher costs to industry.'

British standard for metric gradations on measuring instruments

A NEW BRITISH Standard, BS 4484 *Measuring instruments for constructional works* Part 1: 1969 *Metric gradation and figuring of instruments for linear measurement* covers instruments to be figured either in metres and decimal parts of a metre, or in millimetres. This decision accords with the construction industry's acceptance of the use of the SI (Système International) Units and the consequent deprecation of the use of the centimetre and the decimetre.

Copies of BS 4484 Part 1 may be obtained from BSI Sales Branch at 101/113 Pentonville Road, London, N.1. Price 10s. each (12s. including postage to non-subscribers).

FORK-LIFT TRUCKS SHIPMENT



The first 12 of 81 petrol-engined 6,000 lb.-capacity Yale fork-lift trucks ordered by South African Railways waiting shipment at the Wednesfield factory, Staffs, of the Yale Materials Handling Equipment division of Eaton Yale and Towne. Valued at approximately £200,000, the order is one of the largest single procurements of fork-lift trucks ever made from the Republic.

National Engineering Laboratory progress report

A PROGRESS REPORT covering the period 1967-68 has been published by the Ministry of Technology's National Engineering Laboratory at East Kilbride. It differs in form from the laboratory's previous annual reports and in an attempt to make the work and facilities of NEL more widely known and used, is being sent free of charge to those in industry and elsewhere who might benefit from the laboratory's work.

The report gives many examples of projects which have been of substantial benefit to individual firms and invites the reader to assess the laboratory's achievements and to judge whether the annual expenditure of £2.147 million was wisely spent.

It encourages British firms to think of themselves as shareholders in the laboratory.

Twelve areas of the laboratory's work are dealt with in the report; from each area examples are selected to illustrate how co-operation between NEL and industry can improve profitability through better design or improved production methods.

The report is published by HMSO and is available free of charge from the Director, National Engineering Laboratory, East Kilbride, Nr. Glasgow.

Training for decimal currency

THE BRITISH ASSOCIATION for Commercial and Industrial Education are to hold a 'Decimalization Week' from October 6-10, at their headquarters, 16 Park Crescent, London, W.1.

The aim of this event is to bring trainers up-to-date with the progress already made in the changeover to decimal currency and guide them in their own preparations.

Industrial and Commercial Techniques Ltd. also announce three seminars under the title 'Organizing for Decimal Currency'. They will be in Manchester on October 21 and 22 at the Grand Hotel; in London on November 11 and 12 at the Piccadilly Hotel; and in Glasgow on November 26 and 27 at St. Enoch's Hotel.

International Rectifier

A PHOTOGRAPH of an International Rectifier European sales conference published in the *Board of Trade Journal* of August 6 (page 341) incorrectly gave the date of this conference as 'early this summer'. International Rectifier have pointed out that, in fact, this conference took place in 1967.

Training levies for certain industries

Cotton and allied textiles

MRS. BARBARA CASTLE, Secretary of State for Employment and Productivity, has approved proposals submitted by the Cotton and Allied Textiles Industry Training Board for a levy on employers within scope of the Board equal to 0.9 per cent of their payroll in the year ended April 5, 1969. The first £5,000 of all employers' payrolls is to be excluded from assessment, and those whose levy assessment is £10 or less are to be excluded.

This is the effect of an Order (SI 1969 No. 1103. HMSO, or through any bookseller, price 1s.), made by Mrs. Castle and laid before Parliament on August 12, which came into operation on August 14.

Food, drink and tobacco

MRS. BARBARA CASTLE, First Secretary and Secretary of State for Employment and Productivity, has approved proposals submitted by the Food, Drink and Tobacco Industry Training Board for their first levy on employers within the scope of the Board equal to 0.9 per cent of their payroll in the year ended April 5, 1969. Employers whose total payroll is less than £15,000 are to be exempt.

This is the effect of an Order (SI 1969 No. 1091 HMSO, or through any bookseller, price 1s.), made by Mrs. Castle and laid before Parliament on August 11, which came into operation on August 13.

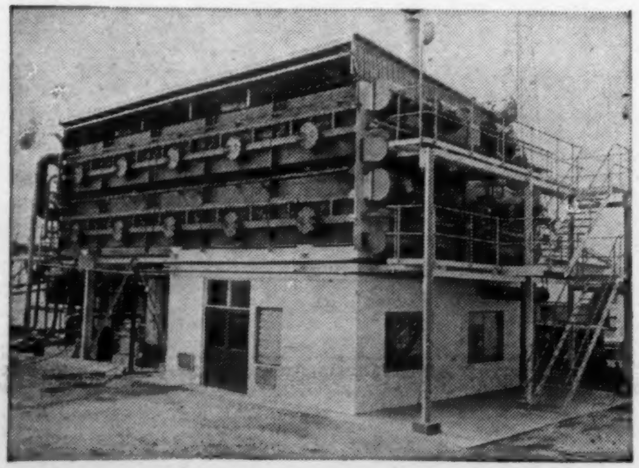
New industry for Pontllanfraith

MR. ANTHONY CROSLAND, President of the Board of Trade, announced on August 13 that the Board of Trade are to build a new factory for Henley Forklift Co. Ltd. of Bromford Lane, Birmingham 8, at Newbridge Road, Pontllanfraith, Mon. The new factory will be of 109,000 sq. ft. and will have ample room for future expansion.

Henley Forklift Co. Ltd. were established in Birmingham less than three years ago and are now one of the leading manufacturers of mechanical handling and associated equipment. The company urgently need increased production space to cope with increasing demand for their products from home and overseas and will transfer all their existing operations to Pontllanfraith.

When the new factory is fully operational it is anticipated that some 200 people, almost all men, will be employed and if the present balance of orders is maintained, over 75 per cent of the company's 1970 production will be shipped overseas.

The factory will be built by the Welsh Industrial Estates Corporation on behalf of the Board of Trade and is expected to be completed by the middle of next year.



An important addition to Gibraltar's water supplies is provided by the 225,000 gallons per day desalination plant. Built by British Aqua-Chem Limited (a member of the Motherwell Bridge Group), the new plant will add some 70 million gallons of fresh water per year to Gibraltar's existing annual resources of some 48 million gallons from natural sources and 15 million gallons from a smaller installation built by Aqua-Chem in 1964.

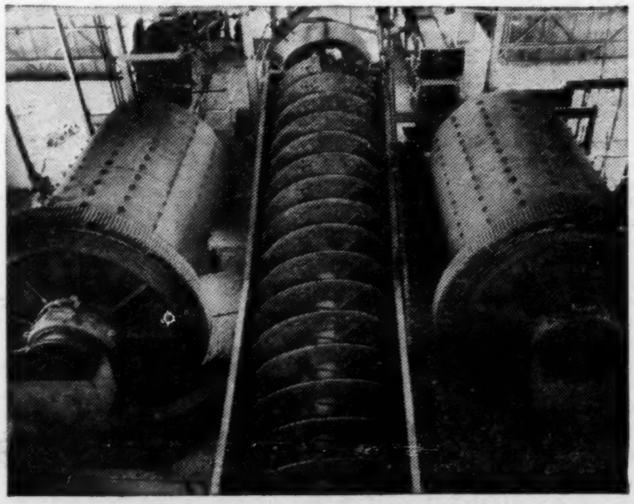
Patents endorsed 'Licences of Right'

UNDER SECTION 35 of the Patents Act, 1949 the following Patents were endorsed 'Licences of Right' on the dates specified.

Number	Grantee	Subject-Matter
	July 11, 1969	
990,205	Brown Boverie & Company Limited	Metalclad electric switchgear in double section construction.
1,021,180	Chem-Y-Fabriek van Chemische Produkten N.V.	Treatment of polyether or polyether ester capillary active products.
1,044,959	Gevaert Photo-Producten N.V.	Method and material for producing photographic colour images.
1,062,943	Senn Custom, Inc.	Interference suppression system.
1,062,944	Senn Custom, Inc.	Delay line.
1,069,532	Gevaert-Agfa N.V.	Fluoro-alkyl hydrazines and process for the preparation thereof.
1,077,546	Francois Springuel	A device for absorbing vibrations and shocks.
1,081,054	International Standard Electric Corporation	Circuit arrangement for measuring the current of a low-current device.
1,086,083	Gevaert Agfa N.V.	Photographic material processing apparatus.
1,117,944	Gevaert Agfa N.V.	Method and apparatus for photo: graphically producing copies.
1,121,836	Pierre Marie Jean Poupon	Method of constructing buildings and buildings constructed by the method.
	July 14, 1969	
863,388	Standard Telephones & Cables Ltd.	Switching circuits.
903,021	Standard Telephones & Cables Ltd.	Production of silicon.
907,957	Standard Telephones & Cables Ltd.	Sequential access information stores.
977,420	Standard Telephones & Cables Ltd.	Control system of communication network.
987,081	Standard Telephones & Cables Ltd.	Delay compensation in telemetering systems.
990,821	Standard Telephones & Cables Ltd.	Control system for communication network.
1,021,816	Standard Telephones & Cables Ltd.	Electric switching telephone system.
1,035,504	Standard Telephones & Cables Ltd.	Synchronizing pulse separator stages in television receivers.
1,037,038	Standard Telephones & Cables Ltd.	Test arrangement for a two-stage crosspoint arrangement in telecommunication, particularly telephone systems.
1,044,906	Standard Telephones & Cables Ltd.	Oscillating back electromotive force unit.

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

GORDON GRANT,
Patent Office *Comptroller*



A uranium-ore crushing and grinding plant supplied by GEC-Elliott Mechanical Handling Limited (part of GEC-Elliott Automation) has been commissioned at the Jadugoda mines of the Uranium Corporation of India. The contract, valued at approximately £330,000, was completed by the company's Fraser & Chalmers Division at Erith, in conjunction with The General Electric Company of India (Private) Limited. Management of the contract was assigned to Tata-Robins-Fraser Limited, a joint company which deals with comprehensive handling and processing plants in India.

Aviation and Shipping

Safety at Luton airport

MR. WILLIAM RODGERS, Minister of State, Board of Trade, at his request, met members of the British Airline Pilots Association on August 8, led by their chairman, Captain Taylor, to discuss the publicity which was given to the question of the safety of air operations in the area around Luton Airport.

The Minister of State said he was concerned that the public should not needlessly be alarmed about the safety of Luton Airport. The growth of holiday flights into and out of the airport, together with the popularity of the area for gliding and light aircraft flying presented problems to which the Board of Trade were already giving urgent consideration. BALPA had shared in the discussions which had already taken place with the Board of Trade and other interests involved to find an acceptable solution to the requirements of the users. The Board of Trade had put forward proposals earlier this year as the basis for discussion, but these had not received general support and in order to balance the interest of all the users the Minister had put in hand a study of the whole North London air route complex. The problem at Luton could not be considered in isolation from the 10 other airports in the area. The findings of the study were due by the end of the year, with the view to introducing any new arrangements in the spring of 1970. In addition, starting next Monday, a radar survey of air traffic in the area is to be taken.

Mr. Rodgers pointed out that BALPA had taken part in all the discussions so far and if they were disappointed at progress it had been open to them to make representations to him or the Board of Trade, which they had not done. He referred to reports which implied that pilots had been involved in air misses which had not been reported. He emphasized that it was their duty to report these if the Board of Trade was to be kept aware of trends in the air.

Mr. Rodgers made it clear that it was certainly not in dispute that safety considerations should remain of paramount importance.

Captain Taylor said all BALPA members have been asked in future to report not only air misses within the Board of Trade's definition, but also those which in the pilot's view are potential air misses. He assured the Minister that they would co-operate with him in finding an acceptable solution to meet the requirements of all users.

Appeal decisions on air service licences

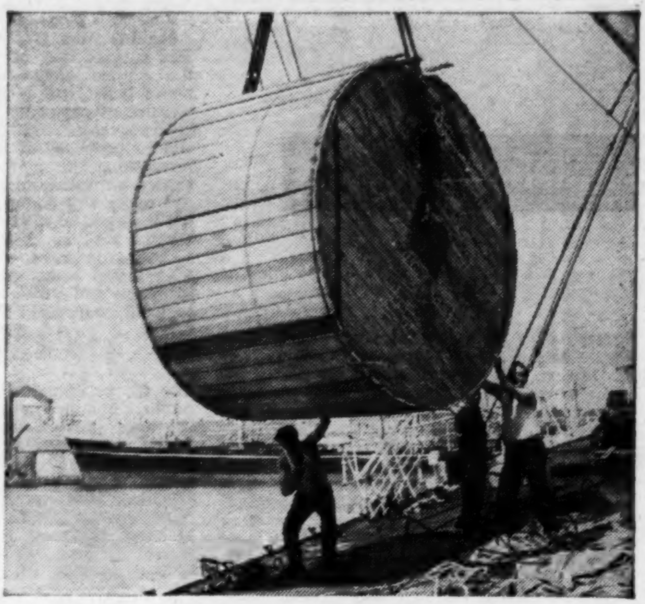
THE BOARD OF TRADE have determined three appeals against decisions of the Air Transport Licensing Board (ATLB), on air service licences serving London/Tunis; London/Pisa; and Liverpool/Cardiff/Bristol.

An appeal by British Overseas Airways Corporation against the ATLB's refusal of the right to carry traffic between London and Tunis in BOAC's licence for a scheduled service from London to various points in Europe and Africa (including Tunis) has been dismissed.

An appeal by British European Airways against the ATLB's refusal of their application for a licence to operate scheduled services on the route London/Pisa and against the grant of a competing application from Channel Airways Ltd., for a licence to serve Pisa from a number of United Kingdom points, has been allowed. The Board of Trade have ordered the revocation of Channel Airways' licence and the grant of a London/Pisa licence to BEA.

An appeal by Dan-Air Services Ltd. against the ATLB's renewal of the right to carry traffic between the sectors Liverpool/Cardiff/Bristol in a licence granted to Cambrian Airways Ltd., for a scheduled service between points on the United Kingdom mainland and the Channel Islands, has been dismissed. The appellant was seeking protection on the sectors concerned which he was already serving on a cross-country route to Newcastle.

The Board of Trade decisions are all in accordance with the recommendations of the commissioners who heard the appeals. Sir Algernon Rumbold KCMG, CIE, heard the appeals by BOAC and BEA, and Sir Arthur Hutchinson, KBE, CB, CVO, heard the appeal by Dan-Air.



A 17-ton drum containing nearly 920 ft. of Silvercord steel cord reinforced belting manufactured by BTR Industries Limited, being shipped aboard the 7,000 tons 'Tintagel Castle' at Birkenhead Docks. This 289 ton shipment is destined for the site of the Tarbela Dam in West Pakistan.

Copies of the Commissioner's Reports and of the Board of Trade's Orders are available on request from the Board of Trade, CA1(2)A, Room 282, Shell Mex House, Strand, London, W.C.2.

Commission on third London airport — Stage II local hearings on Thurleigh

THE COMMISSION gives notice that the fourth public local hearing in Stage II of its work will relate to the Thurleigh (Bedford) site. The hearing will take place at the Corn Exchange, Bedford, starting on Monday, September 8. The sessions will begin at 10 a.m. and will resume at 2.15 p.m. on Mondays to Thursdays inclusive, with the exception of Monday, September 15. A complete shorthand note will be taken and copies of the transcript will be available for purchase fom Messrs. Cherer & Co., either at the hearing or from 34 Essex Street, London, W.C.2.

The purpose of the Stage II hearings is to provide an opportunity for the commission to be informed as early as possible of all the local implications which it should take into account in its further work on each of the short-listed sites. At Stage V, which will probably take place early in 1970, interested parties will be able to test in public the material produced in respect of all four sites during the preceding stages.

As a basis for objections, comments and representations at the Stage II hearing relating to the Thurleigh (Bedford) site, the commission has made available the broad information set out in the publication 'Site Information for Stage II Local Hearings; 4. Thurleigh (Bedford)' which is available from HMSO, Government bookshops and other booksellers. Further information about a possible alternative location of the Thurleigh site was published on June 27. Copies of this further information are available at offices of the County, Borough, Urban and Rural District Councils in the area.

BOAC annual report

THE ANNUAL REPORT and accounts for the British Overseas Airways Corporation for the year ended March 31, 1969, were published as House of Commons Paper 378 on August 14. Copies are available from Her Majesty's Stationery Office, 49 High Holborn, London, WC1, and branches, price 9s. 6d.

New Books

Surveys of African Economies. Vol. 2. (448 pages. International Monetary Fund, 19th & H. Streets, NW Washington DC 20431. $5; $2.50 to university libraries, faculty members and students.) This second volume of the *Surveys of African Economies Series* is devoted to four countries in the eastern part of Africa, namely, Kenya, Tanzania, Uganda and Somalia. The material contained in this volume is based mainly on published sources, supplemented by data gathered by fund missions from the central banks and national authorities, which have authorized its publication. Among these three countries, three (Kenya, Tanzania and Uganda) are commonly referred to as comprising East Africa, and this term is retained in the presentation of this volume. Since the three countries also share common interests and institutions, much of the information about them lends itself to a general analysis of the region as a whole; this fact has influenced the organization of this volume. *Surveys of African Economies* begins with a general analysis of the economic structures and developments in all four countries. The authors then proceed to discuss the common institutions, money and banking, balance of payments and interterritorial trade in the three East African countries and the exchange and trade control systems of all four countries. This publication concludes with an analysis of recent economic developments in each of the four countries.

Public Economics, edited by J. Margolis and H. Guitton. (596 pages, Macmillan. £7). The Conference of the International Economic Association the proceedings of which are recorded in this volume was held at Biarritz, and was organized in collaboration with the French Centre National de la Recherche Scientifique. The conference was concerned with the analysis of public production and consumption and their relationships with the private sector. The twenty-two papers fall into four major categories. The first contains papers which extend economic theory to the analysis of the public sector of the economy. The second comprises four papers concerned with the pricing and investment behaviour of public enterprises, and the rules these enterprises could adopt for efficient operations. Thirdly, the political, budgetary and administrative constraints on the actions of a public enterprise are discussed. The fourth section contains papers dealing with public enterprise in the broader context of stabilization programming, the mixture of activities in non-socialist economies and recent developments in the Soviet economy. The papers were presented by many outstanding writers on the subject of the economics of the public sector. Thus, the United Kingdom's contributors included P. D. Henderson (Political and Budgetary Constraints: Some Characteristics and Implications), Professor M. H. Peston (Aspects of the Pricing Policy of the Nationalized Industries), and R. Turvey (The Second-Best Case for Marginal Cost Pricing). An eighty-page summary record of the discussions on each paper concludes the volume.

Value Added Tax: A Report by the National Economic Development Office. (98 pages. Available from HMSO at 11s.; by post 12s.). The introduction of value added taxation in the United Kingdom could help to bring about benefits to economic efficiency and the balance of payments, but it is no fiscal philosopher's stone and it would present many serious problems of administration and implementation. This is the view expressed in this report on value added tax. The report does not make any recommendation as to whether VAT should be introduced; instead it describes what a VAT is, how it would work, what the recent experiences of other European countries have been, what some of the main problems and issues would be if the tax were to be introduced in the United Kingdom, and finally, it reports the views of a wide cross section of British industry.

The Commonwealth Secretariat has started to publish two new quarterly periodicals, which continue, in part, the annual volumes issued in the *Commodity Series* in the early and mid 1960's by the Commonwealth Economic Committee. There were four titles in this series, *Iron and Steel and Alloying Metals* (2 issues), *Non-Ferrous Metals* (2 issues), *Non-Metallic Minerals* (2 issues), *and Sources of Energy* (1 issue). The two new journals will have a more limited coverage of those minerals which are of particular interest to Commonwealth countries. The first to be published, **Minerals Quarterly,** Vol. I, No. 1, April, 1969. 23 pages), gives predominantly information on production and trade for bauxite and alumina, gypsum and anhydrite, asbestos, natural asphalt, diamonds and graphite. In most cases, statistical coverage is given from 1961 onwards, although the earlier years are grouped together to provide an average annual figure. The second, **Iron Ore and Alloying Metals,** Vol I, No. 1, May, 1969. (46 pages), deals with iron ore, manganese, chromium, nickel, tungsten, molybdenum, cobalt, niobium and tantalum. There are short general summaries of each metal with statistical information on production and trade. This first issue attempts to bridge the gap left in the statistics for these metals by the ending of the old series which last contained figures for 1963. Both journals aim, in the future, to give, when it is available, up-to-date information on stocks and prices. They are both available on subscription of £4 each, directly from The Commonwealth Secretariat, Printing Section, Marlborough House, Pall Mall, London SW1.

Planned Life Assurance, by Martin Paterson. 2nd edition. (248 pages. Business Books. £2 5s.) This book is designed for the business executive or professional man who wants a practical guide to modern life assurance. In this second edition, the author examines all the leading policies, including the latest contracts linking life assurance and annuities to trust units and this information is supplemented by a number of examples. The latest developments following the 1968 Finance Act are fully dealt with.

Textbook of Commerce, by Henry G. Hughes and John W. Loveridge. (284 pages. Butterworths. 20s.) This textbook has been written primarily for students sitting for the Ordinary National Certificate, the Ordinary National Diploma in Business Studies, and the Ordinary Level General Certificate of Education examinations.

The Return to Gold 1925: the Formulation of Economic Policy and its Critics, by D. E. Moggridge. *University of Cambridge, Department of Applied Economics, Occasional Papers;* 19. (119 pages. Cambridge University Press. 25s.; paperback 15s.) This study presents the first results of a larger programme of research into British international monetary policy during the period of the inter-war gold standard.

Changing to the Metric System: Background and Progress. (27 pages. Available free from Standards Branch (Metrication), Ministry of Technology, Abell House, John Islip Street, London SW1). Britain is now committed to the eventual change to the metric system of weights and measures throughout the whole economy and many organizations are in the process of planning this change against the general target date of 1975. This publication by the Ministry of Technology describes the raison d'être for this change, some of the advantages of the metric system of measurement as contrasted with the imperial system of measurement, and the part played by the Government, industry and such organizations as the British Standards Institutiton in the change over to the metric system. It also points to the need for a comprehensive educational programme on metrication. *Changing to the Metric System* also contains two useful annexes, which list important publications on metrication.

Britain's Associated States and Dependencies. Central Office of Information. (46 pages. Available from HMSO at 2s. 6d.; by post 2s. 10d.) This booklet is designed for quick reference and replaces an earlier publication called *The British Dependencies,* which was published in 1966.

Other Publications

A BIBLIOGRAPHY OF CRITICAL PATH METHODS. 2nd edition. 52 pages. Hampshire Technical Research Industrial Commercial Service, Central Library, Civic Centre, Southampton. 25s.

CHANGE TO THE METRIC SYSTEM: A PLAN FOR EQUIPMENT SUPPLIED BY MEMBERS OF BIMCAM. 8 pages. British Industrial Measuring and Control Apparatus Manufacturers' Association, 23/24 Margaret Street, London WIN 7LB. 6s.

ECONOMIC SURVEY OF EUROPE 1968: THE EUROPEAN ECONOMY IN 1968. United Nations Economic Commission for Europe, New York. 275 pages. Available from HMSO at 35s.; by post 37s.

FIELDHOUSE'S INCOME TAX SIMPLIFIED: 1969 BUDGET EDITION, edited by A. H. Taylor. 40th edition. 107 pages. Arthur Fieldhouse Limited, Premier Works, Paddock Head, Huddersfield HD3 4ES. 6s. 6d.

THE FRUIT ANNUAL 1969 – 70: YEAR BOOK AND DIRECTORY OF THE WORLD'S FRUIT TRADE, edited by H. F. Tysser. 462 pages. British-Continental Trade Press Limited, 222 Strand, London WC2. £2.

INDUSTRIAL FIBRES: A REVIEW OF PRODUCTION, TRADE AND CONSUMPTION RELATING TO WOOL, COTTON, MAN-MADE FIBRE, SILK, FLAX, JUTE, HARD FIBRES AND OTHER HEMPS. Commonwealth Secretariat. 253 pages. Commonwealth Secretariat, Marlborough House, Pall Mall, London SE1. £2.

EXPORT HANDBOOKS

The Board of Trade has issued four Export Handbooks—'Services for British Exporters', 'ECGD Credit Insurance and Financial Support Services', 'Organization for Overseas Marketing' and 'Agency Legislation and Practice Abroad'. Together they contain over 300 pages of information that every exporter should have. For free copies fill in coupon on page 479 of this issue.

Government surplus sales by auction

MINISTRY OF DEFENCE

<table>
<tr><th>1969</th><th>Stores</th><th>Location</th><th>Auctioneers</th></tr>
<tr><td>August 26 and 27</td><td>Miscellaneous stores</td><td>Ordnance Storage & Disposal Depot, Branston, Burton-on-Trent, Staffs.</td><td>Arnold & Son (Dept L), 'Modwena House', 13 Market Place, Burton-on-Trent. (Tel. 4657.)</td></tr>
<tr><td colspan="4">Machine tools including centre, turret and capstan lathes; automatics; horizontal and vertical milling machines; woodworking machines; shaping, slotting and shearing machines; pillar, bench and portable electric drills; surface tables; coil winding, engraving and sewing machines; power hacksaws; electric welding and heat treatment plant; furnaces; presses; compressors; footwear machinery; plain, circular and tool grinding machines; lathe and milling cutters, etc.; MT, electrical and electronic spares and equipment; radio receivers; test sets; photographic equipment; vehicle spares; bearings; aircraft components and ground equipment; water tanks and pipe fittings; conversion sets, components and spares; Thornycroft engines and gearboxes; R7C power control units; Hyster winches and winch ropes; Taylor crane electromagnet, 3 ft. diameter; tyres and wheels; Land Rover, Leyland and AEC vehicles spares; textiles; clothing (including unworn ankle boots); webbing; haversacks ,etc. and large assortment of miscellaneous stores and equipment.</td></tr>
<tr><td>September 3</td><td>Vehicles miscellaneous stores</td><td>Auctioneers premises</td><td>Osborne, King & Megran (Dept L), 14 Montgomery Street, Belfast BT1 4NZ. (Tel. 20233.)</td></tr>
<tr><td colspan="4">Hillman Huskys; Ford Zephyr and Vauxhall Victor saloons; Mini Minor saloons and vans; Morris J2 utility vans; Bedford Utilecons; Land Rovers; Austin 1-ton trucks; Fordson and David Brown tractors; Morris and Bedford ambulances; AEC 10-ton trucks; Sankey 2-wheeled ½-ton trailers; Bedford 7-ton trucks; BSA 500cc motor cycles; pile driving plants, diesel operated; roller mowers various; motor vehicle spares; scrap rubber, tyres, hoses and canvas; 8-tons scrap iron and steel; wooden boxes; millboard sheets, various sizes; machine tools including drilling machines; pedestal grinders; centre lathes; saw sharpener, etc.; clothing; textiles; and a large assortment of general stores.</td></tr>
<tr><td colspan="4">Catalogues of the above sales obtainable from relevant auctioneers about two weeks prior to and up to dates of sales, price 1s. 0d. (postal order only).</td></tr>
<tr><td>September 9</td><td>Miscellaneous stores</td><td>Youth Club Building (adjacent to indoor bowling green), Riverside, Chatham.</td><td>Fuller, Horsey, Sons and Cassell (Dept. L), 10 Lloyds Avenue, London, E.C.3. (Tel. 01-709 0101.)</td></tr>
<tr><td colspan="4">Air compressors; pile driving plant; plant lubrication and tyre inflating machine; vertical reciprocating pumping set; concrete breaker; trailer fire pumps; bitumen distributor; Austin K2 spares; 2¾-ton sheepsfoot roller; large variety of hand tools; machine tools including centre and wood turning lathes; circular bench, chain and band saws; press; grinders; borer; scrap textiles; furniture; household and kitchen ware; clothing; electrical and electronic equipment and spares; large assortment miscellaneous general stores.</td></tr>
<tr><td>September 16</td><td>Miscellaneous stores</td><td>Command Ordnance Sub Depot, Reed Hall, Colchester.</td><td>Fenn, Wright and Co. (Dept. L), 146 High Street, Colchester. (Tel. 73171.)</td></tr>
<tr><td colspan="4">Machine tools including electric drills; 7 in. portable grinder; fly and roller presses; high speed bench drilling machine; pedestal drilling machine; 20-ton roller; Johnson 6-cwt. diesel operated pile driver; trolley mounted air compressor; fork lift trucks; concrete mixer; 50-ton trolley jacks; miscellaneous screw jacks; engineers and carpenters hand tools; miscellaneous vehicle spares; scientific instruments; pressure greasers; marquee wall poles; bivouac tents; unworn ankle boots; firemen's blue tunics; large quantity haversacks GS. Mk. 7; khaki drill shorts; raincoats; greatcoats; denim blouses and trousers; battle dress trousers; khaki flannel shirts and bush jackets; cotton shirts and collars; combat smocks and trousers; photographic chemicals and components; miscellaneous kitchenware; furniture, etc.</td></tr>
</table>

Catalogues of the above sales obtainable from relevant auctioneers about two weeks prior to and up to dates of sales, price 1s. 0d. (postal order only).

ELECTRONIC VALVES

350 electronic valves, type CV 1397 (E 4504/M/16), lying at Technical Stores depot, Old Dalby, Melton Mowbray, are to be offered at the Branston Auction Sale on August 26-27, 1969.

HAVERSACKS GS

Large quantities are being offered in the following auctions: Branston on August 26, Chatham on September 8 and Colchester on September 16. The Lots normally contain 250/500 haversacks and are currently selling at a rate around 6/- for each haversack.

SALES BY TENDER

MACHINE TOOLS

Multi-spindle automatics; deep hole drills; capstan and centre lathes; milling machines and vertical honing machine. Located at Branston, Burton-on-Trent, Staffs. Permission to view on presentation of tender form only, obtainable from Directorate of Army Sales, 4bii(A), First Avenue House, High Holborn, London, W.C.1. Tenders must be returned by 10 a.m. September 4, 1969.

Horizontal borers; bench and piller drills; grinders; capstan, turret and centre lathes; horizontal, vertical and universal millers; sawing, shaping, slotting and woodworking machines, etc. Located at Devonport and Yelverton, Devon. Permission to view on presentation of the tender forms only obtainable from Directorate of Army Sales, 4bii(A), First Avenue House, High Holborn, London, W.C.1. Tenders must be returned by 10 a.m. September 11, 1969.

SUBSCRIPTIONS AND SALES

Readers are reminded that subscription and sales inquiries should be addressed to HMSO at any of the following addresses: 49 High Holborn, London, W.C.1; 13A Castle St., Edinburgh 2; Brazennose St., Manchester 2; 35 Smallbrook, Ringway, Birmingham 5; 109 St. Mary St., Cardiff; 50 Fairfax St., Bristol 1; 7-11 Linenhall St., Belfast 1; or through any bookseller.

EXPORT INFORMATION CENTRE

The Export Information Centre of the Board of Trade's Export Services Branch is at 50 Ludgate Hill, London, one minute's walk from St. Paul's. It provides traders with a street-level inquiry point where they can find what services are available for dealing with export problems. The centre is open from 9.30 a.m. to 5.30 p.m.

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

Symbols used in all statistical tables are:—

.. not available	r revised
– nil or less than half the final digit shown	* five week period
p provisional	ø fifty-three week period

	Gross Domestic Product (expenditure estimates)	Index of Industrial Production	Consumers' Income and Expenditure				Fixed Capital Expenditure					Increase in Stocks			
							Total	Selected Components				Total	Selected Components		
			Personal disposable income	Total consumers' expenditure		Retail sales		Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1963 prices		at current prices		at 1963 prices	at 1966 prices	at 1963 prices					at 1963 prices			
Base of index	1963	1958	1963	1963	1963	1966	1963	1963	1963	1963	1963				
£m. in base year	26,796		21,788	20,195	20,195	11,372	4,917	1,055	1,020	944	1,752	Series in £ million			
1964	105	128	107	107	103	..	116	113	119	124	113	665	411	91	50
1965	108	132	115	114	105	..	121	124	118	127	119	418	262	49	45
1966	110	133	121	120	107	100	124	128	113	128	125	247	147	19	6
1967	111	133	125	126	109	101	132	124	121	138	143	155	–39	10	11
1968	114	139	133	134	112	104	138	128	134	147	143	169	–47	75	95
1967															
2nd quarter	111	133	124	124	108	100	135	131	127	139	141	43	–10	1	15
3rd quarter	111	133	127	126	110	102	134	122	120	143	147	–40	–25	–10	–21
4th quarter	111	135	128	129	112	104	132	120	119	139	146	68	–30	22	2
1968															
1st quarter	114	137	131	134	115	105	137	120	131	145	149	–68	–100	5	49
2nd quarter	112	138	133	130	108	102	134	120	125	150	141	65	24	22	1
3rd quarter	114	140	134	134	111	103	137	128	134	147	139	42	7	10	5
4th quarter	118	142	135	137	113	104	143	144	146	144	142	130	23	38	40
1969															
1st quarter	114	141	139	138	111	102	130	121	128	136	135	133	125	– 7	13
2nd quarter						104									–3
1969															
January		141				104									
February		141				101									
March		141				102									
April		141 p				104									
May		142 p				103									
June						104									

	Orders		Prices and Costs					Labour			Trade		Balance of Payments current balance
	Engineering industries: orders on on hand (end period)	Textiles and clothing industries: orders on hand (end period)	Retail price Index		Wholesale price index: non-food manufacturing industry		Basic hourly wage rates (all industries and services)	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	Imports	Exports	
	at 1958 prices		Index†	% increase on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average		Quarter or quarterly average	At current prices		
Base of index £m. in base year	Dec. 1958	Apr. 1959	16 Jan 1962		1963	1963	31 Jan. 1956	Series in thousands			1963 4,983	1963 4,211	series in £ million
1964	162	124	107·0	*3·3*	103·9	101·9	148·6	361	221	24,567	114	105	–399
1965	165	121	112·1	*4·8*	106·8	104·6	157·9	309	265	24,784	115	112	– 91
1966	154	105	116·5	*3·9*	110·2	107·3	168·5	325	254	24,834	119	120	5
1967	143	114	119·4	*2·5*	108·4	108·2	175·3	515	175	24,475	129	119	–399
1968	143	129	125·0	*4·7*	120·5	112·4	187·3	543	189	24,319	159	147	–419
1967													
2nd quarter	148	104	119·6	*2·6*	105·1	107·5	172·8	508	168	24,495	128	122	–107
3rd quarter	146	105	119·0	*1·7*	107·1	108·4	177·3	555	163	24,502	125	120	– 21
4th quarter	143	114	120·4	*2·1*	114·5	109·2	179·7	538	182	24,395	137	109	–290
1968													
1st quarter	142	117	122·1	*3·0*	122·9	111·4	184·8	511	184	24,362	156	142	–135
2nd quarter	138	125	125·0	*4·5*	119·5	112·5	185·8	550	180	24,313	155	139	–134
3rd quarter	138	129	125·7	*5·6*	119·3	112·8	187·7	580	182	24,293	161	151	– 73
4th quarter	143	129	127·2	*5·6*	120·4	113·1	191·0	533	210	24,309	163	155	– 77
1969													
1st quarter	151	134 p	129·7	*6·2*	122·3	114·1	194·6	499	206		162	154	– 20
2nd quarter			131·8	*5·4*	124·2 p	115·1 p	195·4	527	193		168	162	
1969													
February	149	133 p	129·8	*6·2*	122·3	114·1	194·7	487	208		158	149	
March	151	134 p	130·3	*6·3*	122·7	114·4	195·0	504	203		163	155	
April	150	134 p	131·7	*5·5*	123·7	114·8	195·1	519	199		166	154	
May	155 p	132 p	131·5	*5·3*	123·9	115·1	195·4	518	196		166	162	
June			132·1	*5·3*	124·9 p	115·4 p	195·6	543	191		173	170	
July					125·0 p	115·7 p		577	186		171p	163p	

† Not seasonally adjusted.

General assessment of the economic situation

From the article on the Economic Situation to be published in Economic Trends, *August* 1969. **Note:** *Unless otherwise stated this report is based on seasonally adjusted data.*

THE INFORMATION AVAILABLE to date suggests that total output recovered in the second quarter after the check in the early months of this year, although there is not as yet sufficient evidence to assess the extent of the rise.

Industrial production in April and May was a little above the first quarter average, but did not regain the level of the last months of 1968. Unemployment and vacancies reflect conditions in the labour market following the dip in output in the first quarter.

Consumer spending, according to the first preliminary estimate, rose rather less than 1 per cent, bringing the average for the first half of this year close to the average of the preceding six months. Retail trade in the second quarter was up by about 1 per cent, but new car registrations were unchanged.

The improvement in the balance of trade on goods and services (at constant prices) contributed significantly to growth between the first and second quarters. Exports of goods rose by about 5 per cent in volume and imports (excluding United States military aircraft) by about 2½ per cent.

In manufacturing industry the increase in output per head between the half-year ending March 1968 and the half-year ending March 1969 was nearly 5 per cent: rather less rapid than at an earlier stage in the upturn. This reflects the fall in output in the first quarter of this year at a time when industrial employment had begun to rise. In the second quarter of the year there was probably a recovery in manufacturing output and a fall in employment.

The latest figures available for output per head in the economy as a whole relate to the second half of 1968 and show an increase of 4 per cent on a year earlier. Gross domestic product increased by over 3 per cent and employment continued to fall, although not by as much as in the earlier part of the year. The rate of growth in output per head remained fairly constant throughout most of 1968.

Provisional figures show that the Central Government's accounts were in substantial surplus in the second quarter of the year. Including receipts from import deposits, the Government's surplus (not seasonally adjusted), was some £235 million. Excluding import deposits, the surplus was some £15 million, which represents an improvement of more than £400 million compared with the same quarter of last year when the Government had a sizeable borrowing requirement.

Figures provided by the London Clearing Banks show that lending remains subject to large fluctuations from month to month. After rising by some £160 million in the banking month of May, their advances (other than to nationalized industries) fell by about £140 million in June, but rose again by about £80 in July. At the end of the July banking month the clearing banks' restricted lending was about 1½ per cent above their ceiling, but the banking sector as a whole was marginally below the combined ceilings.

With the continued restriction of bank credit and the substantial surplus in the Central Government's accounts reinforced by net sales of government debt to the non-bank public as a result of the revival of the gilt-edged market towards the end of the quarter, there was a significant reduction both in money supply and domestic credit during the second quarter.

Hire purchase and other instalment credit outstanding to finance houses fell by £23 million in the second quarter. The finance houses at the end of June were just above their ceiling on restricted lending.

Net receipts by building societies in the second quarter of the year averaged £85 million per month, compared with £64 million in the first quarter and £64 million in 1968 as a whole. The intake was especially high in April and May following the increase in interest rates on shares and deposits.

The Building and Civil Engineering EDC's expect total output by the construction industries to increase by about 1 per cent in 1969. Non-housing investment, especially in the private sector, seems likely to show quite a substantial rise. Private sector housing output is expected to be about 7 per cent down compared with 1968, with some recovery following in 1970. Starts in this sector rose from a monthly average of 12,400 in the first quarter, to an average of 15,400 in the second quarter. Even when allowance is made for adverse weather in the early months of the year, the level of activity was lower in the first half of 1969 than in the second half of last year.

Housing starts in the public sector have also been running at a rather lower level in the first half of this year than in 1968. The industry EDC's expect a fall of about 4½ per cent in output in this sector, year on year.

Between the first and second quarters of this year, the import unit value index rose by more than 1½ per cent. This rise, which accounted for some £30 million of imports in the second quarter, resulted mainly from an increase of nearly 3 per cent in the unit values of basic materials and semi-manufactures, although food prices also contributed. The world prices of a number of commodities, including copper, have been pushed up recently by supply difficulties against a background of continuing pressure of world demand.

The export unit value index was virtually unchanged between January and June of this year, although wholesale prices of manufactures for the home market rose more than 1 per cent over the same period.

Allowing for the net under-recording of exports, the current account as a whole was in small surplus during the first quarter of 1969. Taking into account a reduction in payments for United States military aircraft and the likely course of the invisible account, there is every reason to expect that the current account has moved more definitely into surplus in the second quarter and July.

The deficit on visible trade (excluding United States military aircraft) in July was £37 million (or £27 million after deducting an estimate of the under-recording of exports). In the three months to July the deficit averaged £25 million a month (or £15 million after taking account of the under-recording of exports). This compares with the rather high rate of deficit of £58 million a month in the preceding three months and an average of £47 million in the second half of last year (or £48 million and £37 million respectively, after allowing for under-recording).

In the three months May to July, exports averaged £578 million, 8 per cent higher than the rate of £536 million in February to April. Less than a third of the increase was accounted for by the recovery in deliveries to the United States after the delays caused by the American dock strikes. In July, exports at £572 million were lower than the exceptionally high figure of £597 million in June, partly because of a fall in the volatile categories of ships, aircraft and diamonds. They were, however, higher than for any other previous month.

Imports in July fell slightly to £686 million (excluding United States military aircraft). The average in the three months May to July was £681 million, compared with £665 million in February to April. The increase was due to a large extent to high arrivals from the United States delayed by dock strikes earlier in the year. Higher commodity prices have also tended to raise the value of imports in recent months. Taking the year so far as a whole, imports have averaged £672 million a month or 2 per cent more than in the second half of last year. The average monthly volume of imports, however, has shown little change between these two periods,

United Kingdom trade in July

Exports

EXPORTS IN JULY were £572 million, seasonally adjusted. In the three months May to July, they averaged £578 million, 8 per cent higher than the rate of £536 million in February to April. The advance in the last three months included increases in most classes of commodities and to most markets. Less than a third of the increase was accounted for by the recovery in deliveries to the United States after the delays caused by the American dock strikes.

Table 1A. United Kingdom trade

Seasonally adjusted £ million per month

	Exports f.o.b.	Re-exports f.o.b.	Imports c.i.f.		Visible trade balance†
			Total	Excl. US military aircraft, etc.	
1967	419	15	536	533	- 45
1968	515	18	658	646	- 57
1967 1st quarter	447	16	526	524	- 9
2nd quarter	427	15	530	525	- 37
3rd quarter	421	16	519	515	- 25
4th quarter	381	15	571	566	-108
1968 1st quarter	500	18	647	641	- 59
2nd quarter	486	17	642	633	- 76
3rd quarter	529	19	666	654	- 51
4th quarter	544	19	678	657	- 43
1969 1st quarter	541	18	674	657	- 42
2nd quarter	569 r	21	698	676	- 33 p
1969 February	524	15	678	655	- 64
March	543	20	676	665	- 52
April	542	21	690	673	- 59 p
May	567	20	689	658	- 14 p
June	597 r	23	717 r	699 r	- 25 r
July p	572	24	708	686	- 37 p
Feb.-April	536	19	681	665	- 58 p
May-July p	578	22	705	681	- 25 p

†Excluding transactions relating to US military aircraft financed by Exim Bank credit. (See Notes.)

Table 1B. Three monthly averages (a)

Seasonally adjusted £ million per month

1968 August	511	18	651	640	- 58
September	529	19	666	654	- 51
October	537	19	667	655	- 43
November	545	19	676	656	- 40
December	544	19	678	657	- 43
1969 January	552	19	675	650	- 25
February	539	18	670	651	- 41
March	541	18	674	657	- 42
April	536	19	681	665	- 58
May	551	20	685	665	- 42
June	569	21	698	676	- 33
July	578	22	705	681	- 25

(a) Average of month shown and two preceding months. (See Note (c))

Exports in July were lower than the exceptionally high figure of £597 million (revised) in June, partly because of a fall in the variable categories of ships, aircraft and diamonds. They were, however, higher than for any other previous month.

In the last three months there was a marked resumption in the growth of exports to Western Europe after the pause in the early part of the year; deliveries were 10 per cent higher than in the previous three months. Shipments to the EFTA countries continued to rise and there was a strong recovery in exports to the EEC, with increases to each of the member countries. Exports to the sterling area have continued to grow and increased by 6 per cent between the last two periods of three months. Exports to North America were 14 per cent higher, and 3 per cent above the high rate in the second half of 1968.

EXPORTS f.o.b.

Seasonally adjusted (£m per month)

	Month	Three month average
1968		
November	565	545
December	536	544
1969		
January	557	552
February	524	539
March	543	541
April	542	536
May	567	551
June	597	569
July	572	578

Within the commodity pattern of trade, exports of machinery in the last three months increased by 6 per cent. There was a substantial rise of 12 per cent in exports of road motor vehicles, although some part of the increase may be due to a recovery after the strikes in the motor industry. Deliveries of ships and aircraft also recovered sharply; and there were increases in other commodity classes.

Table 1C. Recorded values

Recorded values £ million per month

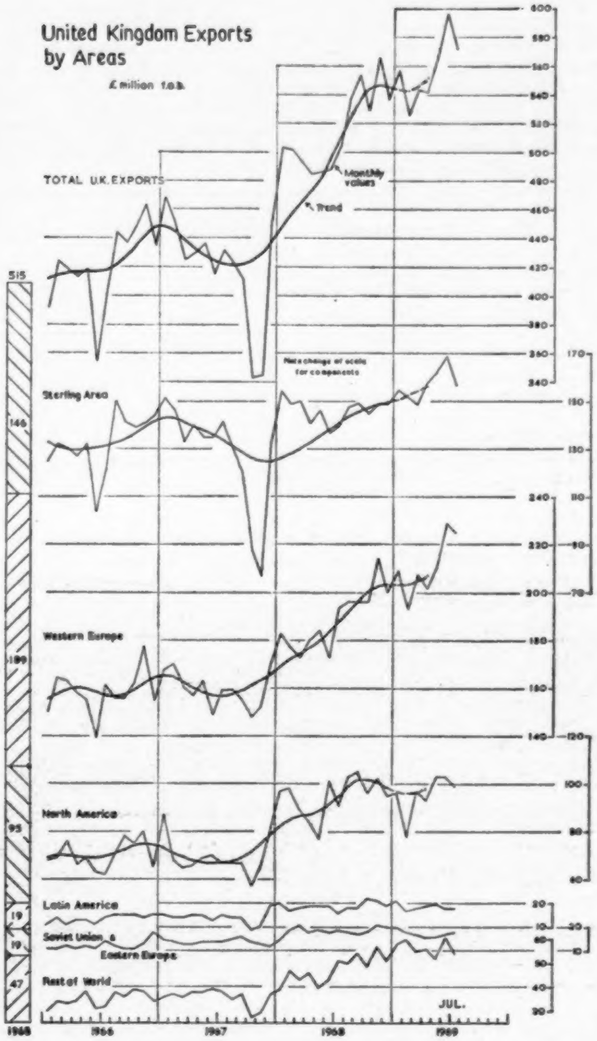
	Exports f.o.b.	Re-exports f.o.b.	Imports c.i.f.	
			Total	Excl. US military aircraft, etc.
1967 1st quarter	444·8	15·4	536·5	535·4
2nd quarter	446·1	15·7	540·1	534·9
3rd quarter	395·0	14·7	507·8	504·1
4th quarter	390·4	15·9	560·3	555·9
1968 1st quarter	501·2	18·8	664·2	657·7
2nd quarter	503·0	17·0	645·6	637·1
3rd quarter	504·0	17·8	648·9	636·5
4th quarter	550·4	19·3	674·3	653·2
1969 1st quarter	533·5	18·9	686·1	669·0
2nd quarter	594·0	21·8	705·5	683·6
May	610·7	21·0	726·1	695·0
June	615·8 r	20·7	693·6 r	675·4 r
July p	608·2	25·5	748·1	726·2

Table 2. United Kingdom exports: areas†

Seasonally adjusted 1 million f.o.b. per month

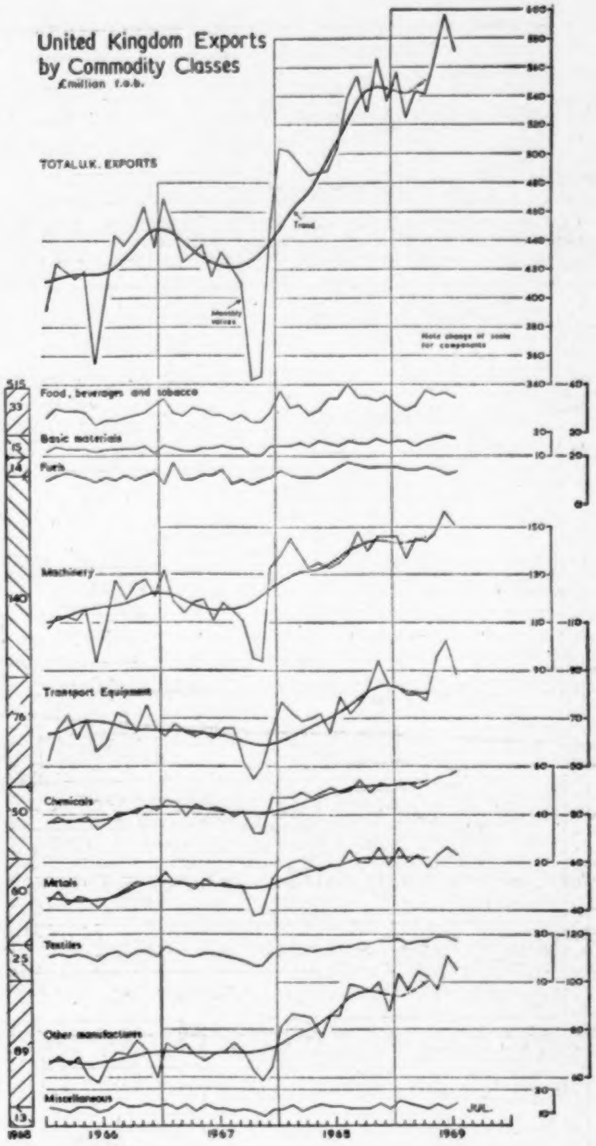
	Total	Sterling Area	Western Europe			North America	Latin America	Soviet Union& Eastern Europe	Rest of World
			Total	EEC	EFTA				
1968	515	146	189	100	71	95	19	19	47
2nd quarter	486	141	179	94	68	87	19	18	43
3rd quarter	529	146	195	101	76	99	17	18	51
4th quarter	544	147	203	109	75	98	21	20	52
1969 1st quarter	541	152	203	108	78	89	18	18	58
2nd quarter	569	163	214	111	83	99	19	16	56
May	567	162	211	108	84	103	20	16	52
June	597	169	229	122	85	103	18	17	61
July p	572	157	225	116	86	99	18	18	54
Feb.-Apr.	536	153	201	106	78	89	18	17	57
May-July p	578	163	222	115	85	101	19	17	56

† Figures for Burma and Rhodesia are included with those for the 'Rest of the World.'



United Kingdom Exports by Areas

£ million f.o.b.



United Kingdom Exports by Commodity Classes

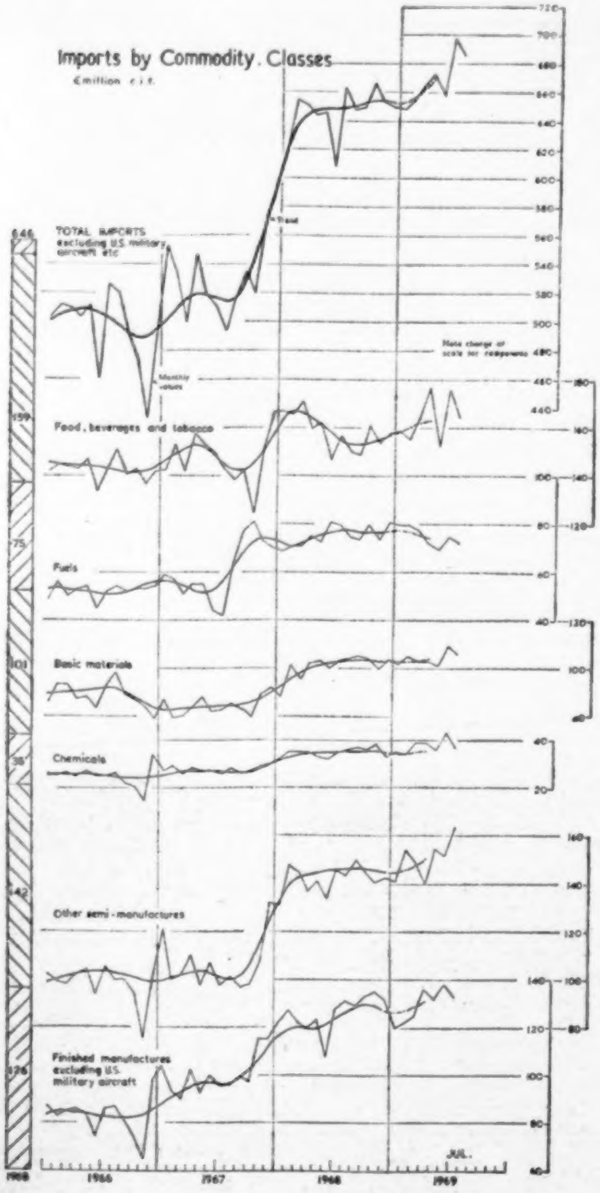
£ million f.o.b.

Table 3. United Kingdom exports: commodity classes

Seasonally adjusted £ million f.o.b. per month

	Total	Food, beverages and tobacco	Basic materials	Fuels	Manufactures										Miscellaneous
						Machinery and transport equipment									
					Total	Total	Machinery	Road motor vehicles	Other transport equipment	Chemicals	Metals & misc. metal manufactures	Textiles	Other manufactures		
1968	515	33	15	14	440	216	140	55	21	50	60	25	89	13	
2nd quarter	486	30	15	12	418	205	134	53	15	49	58	24	83	14	
2nd quarter	529	36	15	16	451	218	141	58	18	51	61	25	95	13	
4th quarter	544	34	16	15	463	229	144	57	29	51	61	27	93	13	
1969 1st quarter	541	30	15	14	468	222	143	62	21	52	63	27	101	14	
2nd quarter	569	36	17	14	489	241	149	66	25	55	62	28	103	13	
May	567	35	17	14	485	241	147	65	28	55	63	29	97	14	
June	597	36	18	12	521	260	156	73	30	56	66	29	111	12	
July p	572	34	17	13	495	242	151	67	22	58	63	27	105	14	
Feb.-Apr.	536	32	15	15	460	221	142	61	19	52	60	27	100	13	
May-July p	578	35	17	13	500	248	151	68	27	56	64	28	104	13	

(Continued on next page)



Imports

Imports in July were £686 million (seasonally adjusted and excluding United States military aircraft); the total including these aircraft was £708 million. The average in the three months May to July excluding the military aircraft was £681 million, compared with £665 million in February to April. The increase was due to a large extent to high arrivals from the United States delayed by dock strikes earlier in the year. Higher commodity prices have also tended to raise the value of imports in recent months. Taking the year so far as a whole, imports have averaged £672 million a month or 2 per cent more than in the second half of last year. The average monthly volume of imports, however, has shown little change between these two periods.

Imports in July were £13 million less than the high June figure. This partly reflected a marked fall in imports of tobacco, and imports of chemicals and finished manufactures also fell back; but two variable items, silver and precious stones, were well above their recent average levels.

During the three months May-July, arrivals from the United States were £18 million a month more than in the previous three months and £5 million more than the rate in the second half of 1968. Imports from the sterling area were a little lower and those from other main areas showed small increases.

IMPORTS c.i.f.
Excluding US military aircraft, etc.

Seasonally adjusted (£m per month)

	Month	Three-month average
1968		
November	653	656
December	651	657
1969		
January	648	650
February	655	651
March	665	657
April	673	665
May	658	665
June	699	676
July	686	681

The increased arrivals from the United States are also reflected in the commodity pattern of imports. Between February-April and May-July, imports of tobacco, chemicals and finished goods, which include important supplies from the United States, all showed sizable increases. Imports of industrial materials other than chemicals also showed a marked rise, partly reflecting higher prices, but mainly because of higher imports of silver and diamonds (especially in July). Imports of food and fuel were lower in the last three months.

As announced by HM Customs, gross receipts of import deposits in July were £103 million. Repayments of deposits collected 180 days earlier continued in July; the total of such repayments from the Exchequer in the month was £83 million.

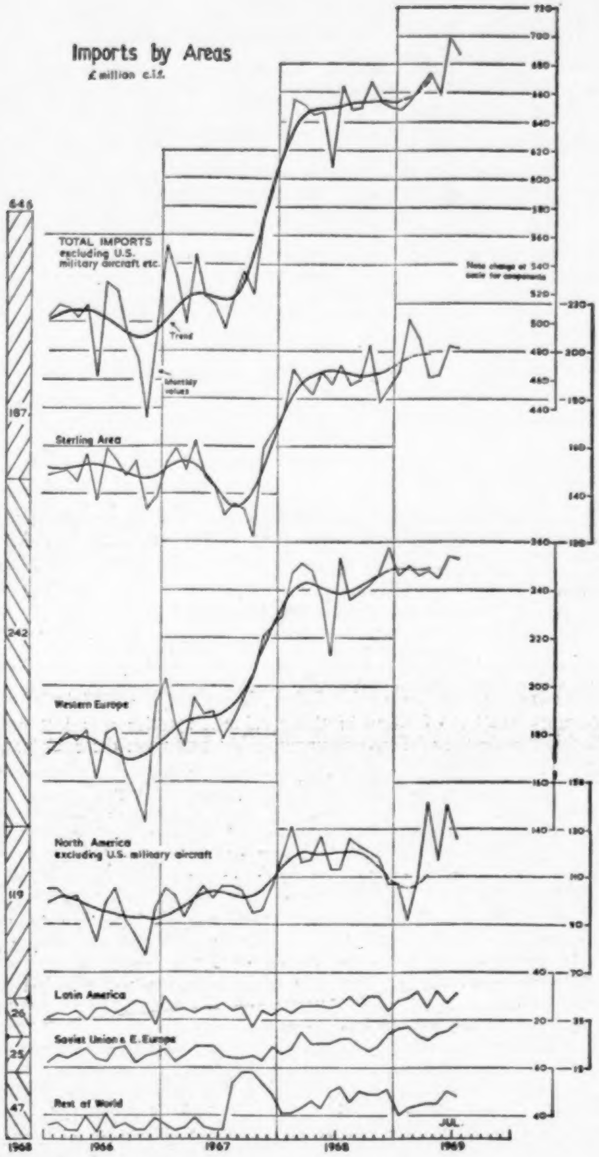
Other factors in the trade balance

The total credit from adjustments made to the trade account figures in order to derive the visible trade balance (see Note (a)) was £53 million in July compared with the revised June figure of £54 million. The figure for ships built and delivered abroad was little changed from the previous month.

Table 4. Imports commodity classes

Seasonally adjusted £ million c.i.f. per month

	Total	Total excluding US military aircraft, etc.	Food beverages and tobacco	Fuels	Industrial materials				Finished manufactures		Miscellaneous
					Total	Basic materials	Chemicals	Other semi-manufactures	Total	Excluding US military aircraft, etc.	
1968	658	646	159	75	278	101	35	142	138	126	9
2nd quarter	642	633	157	77	272	102	33	137	125	117	10
3rd quarter	666	654	152	76	286	104	36	147	141	129	9
4th quarter	678	657	158	78	281	103	35	143	155	133	7
1969 1st quarter	674	657	160	79	287	103	36	148	140	123	7
2nd quarter	698	676	168	73	291	103	39	148	158	136	7
May	689	658	153	70	292	101	36	155	163	132	6
June	717	699	176	75	304	109	43	152	156	138	8
July p	708	686	165	73	307	106	37	164	155	133	7
Feb.-April	681	665	166	76	288	103	37	148	145	128	7
May-July p	705	681	165	73	301	105	39	157	158	134	7



Visible trade balance

Summary

The deficit on visible trade in July was £37 million, seasonally adjusted and excluding United States military aircraft. It brings the average deficit for the latest three months to £25 million. This compares with the rather high rate of deficit of £58 million a month in the previous three months and an average of £47 million in the second half of last year.

No credit has been taken for the under-recording of exports either in the foregoing calculations of the visible trade balance or in the figures shown in the tables. As explained in the Press Notice on United Kingdom trade in May, it has been found that the export figures have been affected to a significant extent by the fact that some documents have not been lodged with Customs by exporters and agents. The level of net under-recording is not thought as yet to have changed significantly and it continues to be estimated, on a conservative basis, at about £10 million. Allowing for this, the visible trade deficit in July becomes £27 million and the average for the three months May-July £15 million.

In addition to visible trade, the current account of the balance of payments includes net invisible earnings. The surplus on invisibles, which varies between quarters has been rising steadily in the last two years. It increased from an average of £20 million a month in 1967 to £31 million a month in 1968, and for the first quarter of this year it averaged £47 million a month. While complete figures on the invisible surplus since the first quarter are not yet available, it is likely that the surplus on invisible account has been running at a level of around £40 million per month.

The third element making up the full current account is the payment for United States military aircraft. These payments, which differ from the value of arrivals averaged £9 million a month in 1968, £11 million a month in the first quarter of this year and £5 million a month since then. They have been made largely out of coresponding loans from the Export Import Bank which are included as a credit in the capital account of the balance of payments.

VISIBLE TRADE BALANCE

Seasonally adjusted (£m per month)

	Month	Three-month average
1968		
November	-16	-40
December	-46	-43
1969		
January	-12	-25
February	-64	-41
March	-52	-42
April	-59	-58
May	-14	-42
June	-25	-33
July	-37	-25

SUMMARY

To summarize, allowing for the net under-recording of exports, the current account as a whole was in small surplus during the first quarter of 1969. Taking into account the reduced monthly payments for United States military aircraft, and the likely course of the invisible account, there is every reason to expect that the current account has moved more definitely into surplus in the second quarter and July.

(Continued on next page)

Table 5. Imports: areas†

Seasonally adjusted £ million c.i.f. per month

	Total	Total excluding US military aircraft, etc.	Sterling Area	Western Europe	North America Total	North America Excluding US military aircraft, etc.	Latin America	Soviet Union and Eastern Europe	Rest of World
1968	658	646	187	242	131	119	26	25	47
2nd quarter	642	633	186	233	127	119	26	25	46
3rd quarter	666	654	189	242	133	121	27	26	49
4th quarter	673	657	189	249	137	116	28	25	50
1969 1st quarter	674	657	204	248	120	103	30	30	42
2nd quarter	698	676	194	249	154	132	28	27	47
May	689	658	190	245	148	117	32	29	45
June	717	699	202	254	158	140	27	30	50
July *p*	708	686	201	253	148	126	31	33	48
February-April	681	665	203	248	131	114	29	29	44
May-July *p*	705	681	198	250	151	137	30	30	48

† Figures for Burma and Rhodesia are included with those for the 'Rest of the World'.

UNITED KINGDOM TRADE. *continued*

Notes:

1. Detailed particulars of United Kingdom imports, exports and re-exports will be published on August 27* and further analysis of the figures will be found in the form of tables in the monthly Report on Overseas Trade† for September, due to be published on or about September 26.

(a) Visible trade balance

The figures for the visible trade balance are on a balance of payments basis and are estimates and liable to revision. They are only published seasonally adjusted. In order to obtain the best guidance as to the trend of the trade balance, figures for several months should be taken together. This series is intended as a substitute for the crude 'trade gap' which, being the difference between imports (c.i.f.) and exports plus re-exports (both f.o.b.) is misleading.

In order to derive the figure for the visible trade balance, it is necessary to make a number of adjustments to the export and import figures as recorded in the monthly Trade Accounts. Some are adjustments to the valuation, the principal of which is the deduction from the import figure in the Trade Account of freight and insurance costs. The other type of adjustment relates to coverage, either to bring in certain items which are not in the Accounts (for example on the import side ships built and delivered abroad direct to United Kingdom owners) or to remove some items which are in the Accounts (mainly returned goods and goods for processing and repair). In 1968 the total net adjustments made on account of these factors produced a monthly average credit of £56 million in the final balance; but there are fluctuations from month to month.

(b) Purchases of United States military aircraft

The calculation of the visible trade balance excludes transactions, whether deliveries or payments, relating to the purchase of United States military aircraft (including some missiles) which are being financed by the special United States Exim Bank credit. The effect of these transactions on the balance of payments accounts is shown in the quarterly balance of payments statistics published in 'Economic Trends'.

(c) Three monthly averages of trade figures

The sequence of individual monthly figures, even when seasonal influences have been allowed for, is usually too variable to give a satisfactory indication of the underlying trend. One simple method of securing a better guide to underlying movements is to take averages of three months. These averages, for the month in question and the two preceding months, are given in Table 1B and are referred to in the commentary on the figures. The averages are still sensitive to irregular movements in the monthly figures and to special influences, though they are markedly less variable than the monthly figures. More elaborate estimates of trend can be constructed, but the three monthly average gives a quite good short-term guide and has the merit of simplicity.

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* Accounts relating to the Overseas Trade of the United Kingdom, July 1969, HMSO price 30s., by post 32s.

† Report on Overseas Trade, published by HMSO price 5s., by post 5s. 5d. Annual subscripition £3 6s., including postage.

Record one and a half million foreign visitors in first six months of 1969

MORE THAN 444,000 foreign visitors arrived here in June – an increase of 105,000 on the same month last year, according to the British Travel Association. They brought total foreign tourist arrivals in the first six months of this year to 1,531,000 – a rise of 326,000 (27 per cent) on the same period of record-breaking 1968.

A BTA spokesman said that visitors from European countries in June numbered 238,000. This was a rise of 51,000 on the month and brought total European arrivals in the first six months of 1969 to 956,000 – an increase of 209,000 (28 per cent) on the period.

Tourist arrivals from the United States in June totalled 169,000 – an increase of 46,000 on the same month last year. The June arrivals brought the total number of United States visitors to Britain in the first half of 1969 to 435,000 – a rise of 89,000 (26 per cent) on the period.

The British Travel Association spokesman said that details of tourist arrivals from Commonwealth countries in the first six months of 1969 were not available. It was estimated that these were also considerably higher than in the same period of 1968.

Business Monitor

THE FOLLOWING titles and issues of Business Monitor are now available and copies may be obtained by annual subscription from HMSO, PO Box 569, London, S.E.1.

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Wheeled Tractors for February, March and April 1969
Imported Timber for June 1969
Wood Chipboard for June 1969
Paper and Film Bags for May 1969
Gramophone Records for May 1969
Rubber for May 1969

A complete list of titles in the production series was last published in the *Board of Trade Journal* on August 6 on the back page.

Miscellaneous Series:

Monthly at £5 5s. a year post free:

Motor Vehicle Registrations for June 1969

'Insurance Business: Statistics'

'INSURANCE BUSINESS: STATISTICS', which was published on August 13, contains a double set of figures relating to the accounts and statements deposited with the Board of Trade covering business transacted by insurance companies for accounting years ended between September 1, 1964 and August 31, 1965 and accounting years ended between September 1, 1965 and August 31, 1966.

The publication contains tables giving various items of basic information about insurers carrying on business in Great Britain.

'Insurance Business: Statistics' takes the place of the annual summary of insurance business called 'Insurance Business: Summary of Accounts and Statements' which was last published in 1967 and set out accounts and statements deposited with the Board of Trade for accounting years ended on or after December 31, 1963 and on or after August 31, 1964.

'Insurance Business: Statistics' is obtainable from HMSO, 49 High Holborn, London, W.C.1, and branches, price £7, or by post, price £7 6s., from HMSO, PO Box 569, London, S.E.1.

Registrations of British and Foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 to 1966, during the week ended Friday, August 15, 1969.
Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registrattion	Registered in the name of	Maker's name
				BRITISH	
The First and the Fastest	Br/E 34247	25	August 11	Rank Film Distributors Ltd.	Antony Barrier Productions Ltd., on behalf of The General Post Office
Especially at My Time of Life	Br/E 34248	36	August 11	Academy Cinema Ltd.	Hazan Richards Productions
Movietone News 2097	Br/E 34293	8	August 15	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2097A	Br/E 34294	8	August 15	" " "	" "
Pathe News 69-65	Br/E 34345	8	August 15	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 69-66	Br/E 34346	8	August 15	" "	" "
				FOREIGN	
The Dirty Heroes	F 34243	107	August 11	E. J. Fancey Productions Ltd.	Fida Cinematografica, Rome
Mr. Kinky	F 34244	94	August 11	Border Film Productions (London) Ltd.	Titanus International s.r.l., Rome
Gappa	F 34245	81	August 11	" " "	Nikkatau Corp., Tokyo
Hook, Line and Stinker	F 34246	6	August 11	Rank Film Distributors Ltd.	Universal International Films, Inc.

Machine tool exports leap by over 20 per cent

MACHINE TOOL EXPORTS rose to a record half yearly figure of £31.6 million in the first six months of 1969, according to the Ministry of Technology's provisional* statistics issued on August 13.

This is a 22 per cent rise over the same period of last year and is 16 per cent higher than the previous record of £27.3 million for the last six months of 1968.

Export orders rose comparably to £37.1 million in the first half of 1969 compared with £28.1 million in 1968 – a rise of 32 per cent. It was also 16 per cent above the last half of 1968.

With home orders rising to £64.9 million – 29 per cent above the corresponding period last year – total orders in 1969 have now reached a record six-month figure of £102.0 million.

At this rate, and bearing in mind that the second half of a year is usually better than the first, total orders for 1969 should bear out Mintech predictions and top £200 million.

Home deliveries have fallen off in the past six months and were 8 per cent below the previous six months.

This fall, together with the rise in export deliveries has resulted in a more balanced order book which is now between nine and ten months work on hand for both home and export markets.

Numerically controlled machine tools

Total deliveries of numerically controlled machine tools in the first quarter of 1969 were just below £2 million, a fall of 10 per cent when compared with the same quarter of 1968. This fall was mainly due to the home market, as exports were only slightly lower.

New orders received continued on a general upward trend rising considerably above the first quarter of 1968 on both home and export markets.

Note

From the first quarter of 1969, detailed analysis of NC Machine Tools will be available in Business Monitor form. A booklet of ten tables giving information from 1966-68 is available from the Industrial Statistic Branch, Ministry of Technology, Dean Bradley House, London, S.W.1. Tel. 01-799 5688, Ext. 48.

Table 1. Metal working machine tools orders and deliveries: recorded figures

£ million

	Deliveries			Orders outstanding (end period)			Net new orders (†)		
	Total	Home	Export	Total	Home	Export	Total	Home	Export
1965	141·3	97·4	43·9	104·2	75·3	28·9	157·7	114·9	42·8
1966	149·1	105·6	43·5	100·6	71·1	29·5	145·5	101·3	44·2
1967	155·6	109·9	45·7	91·7	49·5	42·2	145·7	87·6	58·1
1968	153·1	99·9	53·2	105·5	56·4	49·1	166·9	106·7	60·2
1968 1st quarter	39·3	25·3	14·0	93·3	50·1	43·2	40·9	25·5	15·1
2nd quarter	34·0	22·1	11·9	96·8	52·6	44·2	37·6	24·6	13·0
3rd quarter	38·1	24·5	13·6	101·5	53·9	47·6	42·8	25·8	17·0
4th quarter	41·7	28·0	13·7	105·5	56·4	49·1	45·6	30·5	15·1
1969 1st quarter	41·3	25·3	16·0	114·8	65·6	50·2	50·6	33·5	17·1
2nd quarter p	38·4	22·8	15·6	127·7	73·1	54·6	51·4	31·4	20·0
1968 January	13·3	9·3	4·0	96·1	51·4	44·7	17·8	11·2	6·6
February	11·8	7·6	4·2	95·5	52·2	43·3	11·1	8·3	2·8
March	14·2	8·4	5·8	93·3	50·1	43·2	12·0	6·3	5·7
April	10·5	6·8	3·7[‡]	94·4	51·8	42·6	11·6	8·5	3·1
May	11·9	7·6	4·3	97·5	53·9	43·6	15·0	9·7	5·3
June	11·7	7·7	4·0	96·8	52·6	44·2	11·0	6·5	4·5
July	13·6	8·8	4·8	99·1	54·0	45·1	15·9	10·2	5·7
August	11·0	7·3	3·7	100·4	54·8	45·6	12·3	8·1	4·2
September	13·4	8·3	5·1	101·5	53·9	47·6	14·6	7·5	7·1
October	12·1	7·8	4·3	106·6	56·5	50·1	17·1	10·4	6·7
November	12·9	8·4	4·5	107·0	57·6	49·4	13·4	9·1	3·8
December	16·7	11·8	4·9	105·5	56·4	49·1	15·1	10·5	4·6
1969 January	14·3	9·7	4·6	109·0	57·8	51·2	17·8	11·0	6·8
February	12·1	7·0	5·1	110·8	60·1	50·8	14·0	9·4	4·6
March	14·9	8·6	6·3	114·8	64·6	50·2	18·8	13·1	5·7
April p	11·7	6·7	5·0	122·5	68·4	54·1	19·5	10·6	8·9
May p	12·8	8·1	4·7	123·9	70·5	53·4	14·2	10·2	4·0
June p	13·9	8·0	5·9	127·7	73·1	54·6	17·7	10·6	7·1
July 1968-June 1969 p	159·5	100·6	58·9	127·7	73·1	54·6	190·4	121·2	69·2
July 1967-June 1968	146·7	94·8	51·9	96·8	52·6	44·2	156·0	100·8	56·2
Percentage increase	*9*	*6*	*13*	*32*	*39*	*24*	*21*	*20*	*23*

(†) Figures are derived from deliveries and the change in orders on hand during the period. (Before rounding).
(‡) There may be an apparent slight discrepancy between the sum of the constituent items and the totals shown.

(*Continued on next page*)

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*The current monthly figures in Tables 1 and 2 are based on returns made to the Ministry of Technology by firms accounting for about 70 per cent of deliveries and include estimates for the remainder of the industry. These monthly estimates are revised in the light of the more complete information obtained from the quarterly inquiry covering metal working machine tools. Revisions have been made to the first quarter of 1969.

Government Publications

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Table 2. Metal working machine tools orders and deliveries: seasonally adjusted

£ million

	Deliveries			Orders outstanding (end period)			Net new orders (†)		
	Total	Home	Export	Total	Home	Export	Total	Home	Export
1965	141·3	97·4	43·9	104·2	75·8	28·4	157·7	114·9	42·8
1966	149·1	105·6	43·5	100·6	71·6	29·0	145·5	101·3	44·2
1967	155·6	109·9	45·7	90·7	49·3	41·4	145·7	87·6	58·1
1968	153·1	99·9	53·2	104·5	56·2	48·3	166·9	106·7	60·2
1968 1st quarter	36·6	24·1	12·5	94·3	51·1	43·2	40·2	25·8	14·4
2nd quarter	36·5	23·5	13·0	94·8	51·4	43·4	37·0	23·8	13·2
3rd quarter	39·5	25·3	14·2	99·3	53·5	45·8	44·0	27·4	16·6
4th quarter	40·5	27·0	13·5	104·5	56·2	48·3	45·7	29·7	16·0
1969 1st quarter	38·4	24·0	14·4	118·3	66·4	51·9	51·2	34·0	17·2
2nd quarter p	41·3	24·2	17·1	129·4	73·0	56·4	52·4	30·8	21·6
1968 January	12·9	8·8	4·1	93·7	50·7	43·0	16·0	10·2	5·8
February	12·3	8·2	4·1	94·4	51·3	43·1	12·9	8·8	4·1
March	11·4	7·1	4·3	94·3	51·1	43·2	11·3	6·8	4·5
April	12·2	8·0	4·2	94·0	51·2	42·8	12·0	8·1	3·9
May	12·0	7·6	4·4	95·1	52·1	43·0	13·0	8·4	4·6
June	12·3	7·9	4·4	94·8	51·4	43·4	12·0	7·3	4·7
July	14·6	9·4	5·2	94·8	51·2	43·6	14·7	9·2	5·5
August	12·6	8·4	4·2	97·2	52·0	45·2	14·9	9·2	5·7
September	12·3	7·5	4·8	99·3	53·5	45·8	14·4	9·0	5·4
October	12·8	8·3	4·5	103·4	56·2	47·2	16·8	10·9	5·9
November	12·7	8·3	4·4	104·0	56·6	47·4	13·4	8·8	4·6
December	15·0	10·4	4·6	104·5	56·2	48·3	15·5	10·0	5·5
1969 January	13·9	9·1	4·8	107·5	57·3	50·2	15·9	10·0	5·9
February	12·5	7·7	4·8	111·6	59·4	52·2	16·6	9·8	6·8
March	12·0	7·2	4·8	118·3	66·4	51·9	18·7	14·2	4·5
April p	13·6	7·8	5·8	125·5	68·6	56·9	20·8	10·0	10·8
May p	12·9	8·1	4·8	125·0	69·4	55·6	12·3	8·9	3·4
June p	14·8	8·3	6·5	129·4	73·0	56·4	19·3	11·9	7·4
Average of the latest 3 months p	13·8	8·1	5·7	129·4	73·0	56·4	17·5	10·3	7·2
Average of the previous 3 months	12·8	8·0	4·8	118·3	66·4	51·9	17·1	11·4	5·7
Percentage increase	*8*	*1*	*19*	*9*	*10*	*9*	*2*	*–10*	*26*

(†) Figures are derived from deliveries and the change in orders on hand during the period. (Before rounding).
(‡) There may be an apparent slight discrepancy between the sum of the constituent items and the totals shown.

Table 3. Numerically controlled metal working machine tools

	Deliveries during the quarter						New orders received during the quarter					
	Total		Home		Export		Total		Home		Export	
	No.	Value £'000	No. (†)	Value £'000	No. (†)	Value £'000	No.	Value £'000	No.	Value £'000	No.	Value £'000
1966	323	4,161		3,257		904	460	7,413	319	4,620	141	2,793
1967	458	7,503		4,969		2,534	469	10,429	368	6,741	101	3,688
1968	558	11,875	449	9,328	109	2,547	505	14,231	375	9,689	130	4,542
1966 1st quarter	54	728		703		25	118	1,814	83	1,245	35	569
2nd quarter	90	1,026		889		137	145	2,131	90	1,150	55	961
3rd quarter	85	1,061		669		392	111	1,961	78	1,093	33	868
4th quarter	94	1,346		996		350	86	1,506	68	1,111	18	395
1967 1st quarter	93	1,324		1,002		322	89	1,745	77	1,236	12	509
2nd quarter	112	1,385		1,077		308	124	3,577	88	1,442	36	2,135
3rd quarter	114	2,172		1,236		936	121	2,473	98	1,963	23	510
4th quarter	139	2,622		1,654		968	135	2,635	105	2,103	30	532
1968 1st quarter	157	3,322	122	2,462	35	860	91	2,075	80	1,853	11	222
2nd quarter	110	1,976	86	1,542	24	434	149	4,904	113	3,342	36	1,562
3rd quarter	129	3,025	106	2,402	23	623	147	4,496	103	2,741	44	1,755
4th quarter	162	3,552	135	2,922	27	630	118	2,757	79	1,753	39	1,004
1969 1st quarter	123	2,995	92	2,164	31	831	163	3,627	127	2,599	36	1,028
1969 January-March	123	2,995	92	2,164	31	831	163	3,627	127	2,599	36	1,028
1968 January-March	157	3,322	122	2,462	35	860	91	2.075	80	1,853	11	222
Percentage increase	*–22*	*–10*	*–25*	*–12*	*–12*	*–3*	*79*	*75*	*59*	*40*	*227*	*363*

(†) Prior to 1968 numbers were not collected.

Turnover of the catering trades in June–correction

A PRINTING ERROR occurred in the article on the turnover of the catering trades, laundries and dry-cleaners and hairdressers in June, last week, page 433). The second sentence of the third paragraph should read:

'Part of the turnover of hotels and public houses belonging to the week before the spring holiday may have been included in the May period in 1969 (defined as the four weeks ended May 24) whereas in 1968 the full impact of spending in that week would have been reflected in the June period.'

INDEX OF REGULAR STATISTICS

When did the Board of Trade Journal *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc.?*

An index of the date on which all regular statistical articles were last published will be found on the page following contents page.

Output for electronic capital equipment reaches record £125.5m in 1st quarter, 1969

MINISTRY OF TECHNOLOGY figures for the first quarter of 1969, issued on August 13, indicate that provisional total output, i.e. Total deliveries plus Research and Development, of the capital equipment sector of the electronics industry at £125·5 million was a new high level, slightly above the fourth quarter of 1968 and 14 per cent higher than the first quarter of last year.

Home output was 9 per cent higher than in the first quarter of 1968 and exports were up by 25 per cent. Computers and radio communication equipment showed large increases, and public broadcasting equipment was much higher.

Full details of the various types of equipment, expressed in current prices, are shown in the table below.

Because of the nature of the capital sector too much should not be read into variations from one quarter to another, but a detailed comparison between the first quarter of 1968 and the first quarter of 1969 shows the following:

Total output of Electronic Capital Equipment
(Increase (+) or decrease (–))

	1st quarter 1968	1st quarter 1969	Change	
	£ million	£ million	£ million	Per cent
Computers	23·4	29·5	+ 6·1	+ 26
Control equipment	13·1	14·9	+ 1·8	+ 14
Measuring instruments	11·2	10·8	– 0·4	– 4
Nucleonic instruments	1·5	1·6	+ 0·1	+ 6
Broadcasting equipment	1·8	3·7	+ 1·9	+105
Radar and navaids	23·5	24·4	+ 0·9	+ 4
Radio communications	9·6	13·9	+ 4·3	+ 45
Other goods	10·1	9·8	– 0·3	3
Other work	5·4	6·5	+ 1·1	+ 20
Total deliveries	99·6	115·1	+15·5	+ 16
R & D	10·9	10·4	0·5	5
Total output	110·5	125·5	+15·0	+ 14

There were increases, some of them appreciable, under most headings from the first quarter of 1968 to the first quarter of 1969. Where there was a decline the fall was quite small.

Exports £42 million

Exports are an important item in electronic capital equipment, and deliveries were 36 per cent of the total in the first quarter of 1969 compared with 33 per cent in the corresponding period of 1968.

In value terms export deliveries rose from £33 million in the first quarter of 1968 to nearly £42 million in the first quarter of 1969. Largest contributions to the increase were made by computers, public broadcasting equipment and radio communication equipment.

Orders on hand 537 million

Orders on hand at March 31, 1969, were £537 million, the same as at the end of 1968. There was a slight decline in home orders offset by a corresponding increase in export orders, as the following table shows:

Orders on hand for electronic capital equipment
(£ million current prices)

	Home	Export	Total
December 31, 1967	319	157	476
March 31, 1968	318	172	490
June 30, 1968	333	186	519
September 30, 1968	335	197	532
December 31, 1968	360	176	536
March 31, 1969	357	180	537

The above figures include orders for computers which, at March 31 1969, totalled £158 million of which £49 million were for export.

Employment

Total number employed in the electronic capital equipment industry at March 31, 1969, was 147,000, with 44,000 of these in the computer sector. No firm trends are discernable so far as employment as a whole is concerned.

Foreign travel and tourism in 1968

THE ARTICLE 'Foreign travel and tourism in 1968' has been held over from this issue and will be published on August 27.

INDEX INQUIRIES

Inquiries about the detailed contents of the JOURNAL *(dates on which particular articles etc., were published) should for convenience be made to the Board of Trade Library* (01-222 7877, *Ext.* 3038) *who compile the half-yearly index to the* JOURNAL.

Electronic capital equipment – deliveries, R & D and other work

£ million current prices

	1967		1968 p		1968								1969	
					1st quarter p		2nd quarter p		3rd quarter p		4th quarter p		1st quarter p	
	Total	Export	Total	Export	Total	Export	Total	Export	Total	Export	Total	Export	Total	Export
1. Electronic computers and related equipment	94·4	35·3	109·9	39·0	23·4	6·9	25·6	9·3	30·4	10·8	30·5	12·0	29·5	10·5
2. Industrial electronic control equipment	42·5	9·4	53·1	12·7	13·1	3·2	12·6	2·9	13·2	3·1	14·2	3·5	14·9	2·8
3. Electronic measuring and testing equipment	36·8	15·3	42·8	18·7	11·2	4·4	9·7	4·3	11·3	5·1	10·6	4·9	10·8	4·7
4. Nucleonic instruments and controls	4·3	1·0	5·4	1·2	1·5	0·3	1·2	0·3	1·2	0·3	1·5	0·3	1·6	0·3
5. Public broadcasting and ancillary equipment	8·2	4·8	10·1	4·7	1·8	0·6	2·4	0·9	2·5	1·2	3·4	2·0	3·7	1·6
6. Radar and electronic navigational aid equipment	87·6	30·8	97·4	43·8	23·5	10·9	23·1	10·9	26·2	12·0	24·6	10·0	24·4	11·7
7. Radio communication equipment	38·4	17·5	44·1	19·1	9·6	3·5	10·1	4·0	11·6	5·4	12·8	6·2	13·9	6·0
8. Other electronic capital goods	36·2	9·0	35·7	9·9	10·1	2·7	8·9	2·2	7·8	2·6	8·9	2·4	9·8	3·0
9. Other work	18·6	3·1	25·2	3·5	5·4	0·5	5·8	0·7	7·4	1·0	6·6	1·3	6·5	0·9
Total deliveries	367·0	126·2	423·8	152·6	99·6	33·0	99·4	35·5	111·7	41·4	113·1	42·7	115·1	41·5
10. Research and development	43·0	2·6	43·7	3·2	10·9	0·9	11·0	0·8	10·4	0·5	11·4	1·0	10·4	0·6
TOTAL OUTPUT	410·0	128·8	467·5	155·8	110·5	33·9	110·4	36·3	122·1	41·9	124·5	43·7	125·5	42·1
11. Sales to other UK electronics manufacturers	8·3	—	12·9	—	3·0	—	3·1	—	4·0	—	2·8	—	3·2	—

Items 2, 3, 4 above are derived from the Electronic Capital Equipment and from the Scientific Instrument inquiries.
Item 9 covers the installation and field maintenance of capital equipment.
Item 10 refers only to contract R & D. It does not include 'in-house' R & D for firms' own products.
Item 11 is already included as part of the output of these other manufacturers in Total Output.

Electric motor deliveries rising sharply

A SHARP INCREASE in the production of electric motors forecast for this year should reduce the delays in deliveries experienced by users of these motors. Figures issued on August 7 by the Ministry of Technology in consultation with the British Electrical and Allied Manufacturers' Association show that manufacturers expect large increases in estimated production for the fourth quarter of 1969 over the fourth quarter of 1968 of 18 per cent for fractional horse power motors and 25 per cent for 1-100 h.p. motors. For fractional h.p. motors home deliveries are expected to increaes by 17 per cent and export deliveries by 25 per cent. For 1-100 h.p. motors the home increase is expected to be 28 per cent and that for exports 13 per cent.

The delays, which have caused difficulties to users of electric motors since the autumn of 1968, resulted mainly from an unexpected increase in demand followed by heavy ordering by customers whose stock had been allowed to run down.

The suggestion that total motor production capacity has been reduced as a result of mergers was denied by Dr. Jeremy Bray, Joint Parliamentary Secretary, Ministry of Technology, in reply to questions in the House of Commons on July 9. Dr. Bray said then that he intended to issue a statement on deliveries expected during 1969.

The figures have been supplied by leading manufacturers, whose companies in 1968 accounted for 73 per cent of total deliveries of fractional h.p. AC motors and 80 per cent of total deliveries for 1-100 h.p. AC motors. They were asked for their estimates of production for both the home and export markets in 1969, at current prices. These, together with actual figures for 1968 and the first quarter of 1969, are shown below in index form.

AC electric motors

	Fractional Horsepower			1-100 h.p.		
	Total	Home	Export	Total	Home	Export
1968 1st quarter	100	100	100	100	100	100
2nd quarter	115	117	105	109	109	110
3rd quarter	113	116	93	111	113	107
4th quarter	124	126	110	115	117	112
1969 1st quarter	119	116	138	113	116	103
2nd quarter	127	126	135	135	135	134
3rd quarter	127	128	122	132	136	122
4th quarter	146	147	138	144	150	126

Sales by wholesale textile houses

SALES BY WHOLESALE textile houses in June showed an increase of 6 per cent on a year earlier, compared with an increase of 12 per cent in April and a decrease of 1 per cent in May.

The value of stocks at the end of June was 7 per cent higher than a year earlier.

Table 1. Total sales and stocks

Index numbers and *percentage increase compared with a year earlier.* 1950 = 100

	Value of home sales		Value of stock end period	
1966	110	*- 3*	..	..
1967	104	*- 5*	..	..
1968	108	*4*	..	..
1968 1st quarter	102	*10*	135	*-15*
2nd quarter	93	*3*	129	*- 6*
3rd quarter	105	*1*	146	*- 2*
4th quarter	132	*3*	126	*8*
1969 1st quarter	88	*-13*	153	*13*
2nd quarter	98	*5*	138	*7*
1968 June	85	*- 3*	129	*- 6*
July	82	*12*	134	*- 6*
August	96	*- 3*	143	*- 4*
September	135	*- 2*	146	*- 2*
October	146	*4*	134	*1*
November	137	*5*	134	*6*
December	113	*- 2*	126	*8*
1969 January	62	*- 9*	129	*9*
February	90	*- 8*	143	*10*
March	113	*-19*	153	*13*
April	108	*12*	143	*9*
May	96	*- 1*	149	*8*
June	90	*6*	138	*7*

Table 2. Analysis by department

Percentage increase compared with a year earlier.

	Sales		Stocks‡
	June 1969	Jan.-June 1969	June 1969
Women's knitted outerwear, blouses and skirts	*8*	*- 1*	*12*
Women's coats, costumes, furs and raincoats	*20*	*- 1*	*2*
Women's underwear	*- 3*	*- 6*	*27*
Women's hose and children's socks	*- 9*	*-12*	*-20*
Women's millinery	*10*	*- 9*	—
Haberdashery, ribbons and wool	*- 7*	*5*	*2*
Children's wear	*12*	*- 1*	*33*
Men's and boy's shirts, pyjamas and outfitting	*11*	*- 6*	*19*
Gloves	*20*	*1*	*-15*
Piece-goods and nets	*-23*	*- 5*	*- 8*
Household textiles	*-28*	*15*	—
Floor coverings, furniture and hardware	*12*	*- 8*	*1*
Total†	*6*	*- 4*	*7*

†Including some items not included among the sub-headings. ‡Values at cost.

Note:

These statistics are prepared by Textile Distributors' Association. Inquiries should be addressed to the Secretary, The Textile Distributors' Association, 75 Cannon Street, London, E.C.4 (Tel. 01-248 4444).

Footwear industry: orders and deliveries

IN THE SECOND QUARTER of 1969 net new orders and deliveries in the Footwear industry were 7 per cent less and 1 per cent less respectively than in the second quarter of 1968. Order books at the end of June were 2 per cent lower than at the end of June last year.

Care should be exercised in the interpretation of these statistics, which are available by total pairage only; no allowance is therefore possible for the differing values of the various types of footwear. A more detailed explanation of the statistics is given in the comment introducing the series in the issue of the *Board of Trade Journal* for March 24, 1967. A breakdown of deliveries by types of footwear in pairage terms is published in the Board of Trade Business Monitor Production series (Reference P17).

Million pairs

	Orders-on-hand (end period)	Net new orders	Deliveries
1964	35·8	—	16·8
1965	39·9	16·8	16·5
1966	33·9	15·7	16·2
1967	37·9	16·2	15·9
1968	41·2	17·0	16·8
1967 1st quarter	40·5	18·3	16·1
2nd quarter	41·9	15·6	15·2
3rd quarter	30·2	12·0	15·9
4th quarter	37·9	18·9	16·3
1968 1st quarter	46·0	19·8	17·1
2nd quarter	50·0	16·8	15·4
3rd quarter	38·2	13·0	17·0
4th quarter	41·2	18·5	17·5
1969 1st quarter	47·5	19·1	17·0
2nd quarter p	48·9	15·7	15·2
1968 April	51·2	20·0	14·8
May	55·2	20·5	16·5
June	50·0	9·8	15·0
July	43·6	9·4	15·8
August	41·3	12·8	15·1
September	38·2	16·9	20·0
October	39·6	20·9	19·5
November	38·1	17·3	18·8
December	41·2	17·4	14·3
1969 January	39·7	13·7	15·2
February	44·2	22·1	17·6
March	47·5	21·4	18·1
April p	50·6	18·4	15·3
May p	52·5	16·8	14·9
June p	48·9	11·9	15·5

The monthly figures have been adjusted to allow for differences in the length of the working months but not for holidays or for any other seasonal variations; the annual and quarterly figures of net new orders and deliveries are monthly averages.

ECGD LOCAL ADDRESSES

The address of the Export Credits Guarantee Department is 59 *Gresham Street, London, E.C.*2 (606 6699). *The department has* 19 *local offices in various parts of the United Kingdom. A list is given on page* 238 *of July* 23 *issue of the* Board of Trade Journal.

4th EXPORT SERVICES EXHIBITION

SEPTEMBER 8 - 12, 1969

National Hall, Olympia, London, W.14

The exhibition will be officially opened by Mr. Roy Jenkins, Chancellor of the Exchequer, on Monday, September 8.

Concentrating on the promotion of greater export efficiency, the exhibition features docks and harbours; road, rail, sea and air transport; packing, banking, finance and other commercial services available to exporters. Official stands by the Board of Trade, Export Credits Guarantee Department and Customs and Excise demonstrate the range of Government services offered to exporters.

A four-day conference on the theme 'Training for Export' will run simultaneously. It is being organized by the Institute of Export who are sponsors of the exhibition.

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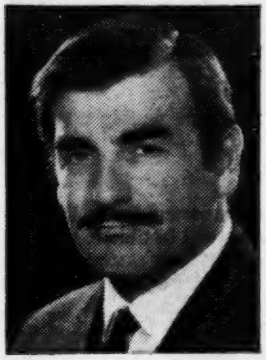
Encouraging greater export efficiency is aim of ESE

By Brian Mack, Organizing Director, 4th Export Services Exhibition

HOW A VARIETY of related but isolated services have developed into the export services industry will be seen by visitors to the 4th Export Services Exhibition covering 80,000 sq. ft. in the National Hall, Olympia, during the week of September 8-12. From an exhibition which set out only a few years ago to encourage manufacturers to export, it has matured into an event which aims to encourage greater export efficiency.



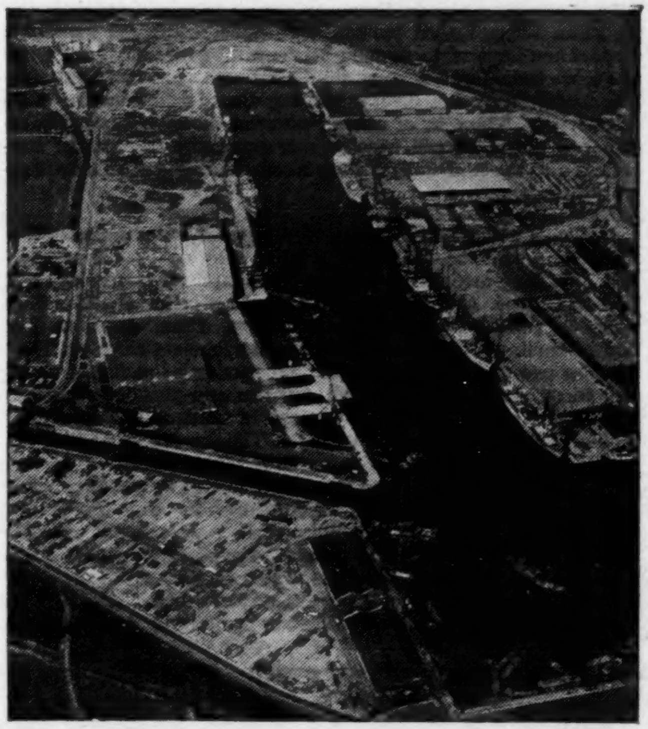
Mr. Brian Mack

This is also borne out by the associated four-day conference (Tuesday to Friday) which takes as its theme 'Training for Export', and pursues the recommendations of the Houghton Committee. The conference is being organized by the Institute of Export, who are the sponsors of the exhibition.

The importance of this fourth exhibition is marked by Mr. Roy Jenkins', Chancellor of the Exchequer, agreement to open it officially on Monday, September 8.

In previous years visitors have remarked on the originality and liveliness of the exhibits when 'services' might seem rather static subjects to display, while the exhibitors themselves have commented on the high calibre of visitor which is, of course, vitally important in a specialized trade exhibition. There is ticket only admission.

Government services are this time inclusive of a rare exhibitor, HM Customs and Excise. This is also an ideal opportunity for the Board of Trade to explain both its Export Intelligence Service and the Export Credits Guarantee Department which now has more than 10,000 policyholders representing nearly £2,500 millions of business carried out through 20 branch offices. The Board of Trade stand will be distributing the latest editions of its series of four export handbooks, and other literature such as *Simpler Export Documents.* This is, therefore, a major exhibit since the advice available on this stand is basic to taking advantage of many of the services offered by specialist exhibitors.



The Port of London Authority is spending nearly £30 million on a dock development and extension scheme at Tilbury – the most seaward group of docks under the authority's control. The development at Tilbury has added nearly two miles of deepwater quay to provide 13 new berths – six for container traffic, three for packaged timber, two for roll-on/roll-off traffic and two for conventionally-handled cargo. Other developments within the scheme include a new grain terminal, a new riverside impounding station and a freight-liner rail container terminal.

Parts played by British ports

Some of the largest participants in terms of size of investment and operation are the revolutionary new docks which now encircle our coasts, and at this exhibition some 30 docks will be represented by British Transport Docks Board, Felixstowe Dock and Railway Company, Mersey Docks and Harbour Board, and the Port of London Authority. Competition is strong between ports for both ferry and unit-load traffic, and millions of pounds have been invested in building deep water berths capable of receiving ferries and container ships and having the necessary storage space, stacking equipment, and giant cranes for speedily handling large cargoes in large units.

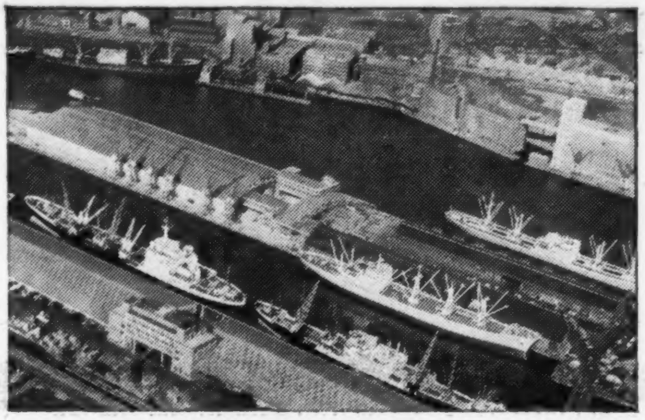
Britain's nationalized ports, the nineteen run by the BTDB at Hull, Grimsby, Immingham, Goole, King's Lynn, Lowestoft, Southampton, Plymouth, Newport, Cardiff, Barry, Port Talbot, Swansea, Garston, Fleetwood, Barrow, Silloth, Ayr and Troon, are used by some 200 scheduled deep sea and short sea cargo liner services. Among these is Britain's Southern container port at Southampton which boasts 1,000 ft. of quay and a paved working and stacking area of 20 acres which is to be extended to occupy a further 900 ft. of quay with additional stacking area. In fact, this is only the beginning of a massive expansion programme at Southampton. The largest container ships can dock here at any time of the day or night because of deep water approaches.

At Felixstowe, private enterprise is represented by an independent port having a transatlantic container terminal with 1,330 ft. of quay, four sets of railway tracks, 25 acres of open storage and 160,000 sq. ft. of transit sheds with groupage facilities. An average of 1,350 containers per week are handled here, and a Honeywell computer has been installed this August to handle both paper work and physical control of containers. Felixstowe also has two roll-on/roll-off terminals, a general cargo basin and an oil terminal. This Suffolk port is not touched by the Government's nationalization plans, has powers to extend and has leased land for this purpose. For Midland and Northern exporters, this port has special attractions with easy road or rail communications via the A45 and twice-daily liner trains.

Liverpool dockside's new face

On the other side of England, the great port of Liverpool – 'Britain's front door' – is putting through a massive programme of dockside reconstruction costing £90 million. The 1,050-ft. long Gladstone container terminal has accommodation for 1,000 containers, and when completed the new port area at Seaforth will provide another 10 berths for general cargo with specialized accommodation for packaged lumber, bulk grain, meat and perishable cargoes and three of these extra berths will be for containers. Once again, we have a port strategically linked with industrial and population centres by the British Railway Board's imaginative liner-train system. There is, of course, excellent motorway communication and Liverpool will benefit from new motorways under construction in the Midlands and the North, including the Lancashire-Yorkshire one.

London's £30 million Tilbury development will be featured at Olympia, where the PLA staff will be showing by colour slides and 26 ft.-long model how London has recaptured its role of No. 1 port in Europe. At Tilbury the new complex includes a £5 million riverside grain terminal, able to receive, store, distribute and actually mill, with private mills under development close by. There are also two special berths for the importation of packaged timber and forest products from North America and Scandinavia, representing the revolutionary new concept of unitized timber cargoes. Roll-on/roll-off traffic is also served at Tilbury, one berth being reconstructed to handle the London-Gothenburg passenger, car and cargo service, containers and flats being loaded by platform trucks while cars are stern-loaded. Tilbury has its own Freightliner terminal, and among the two miles of deep-water quay providing 13 new berths no fewer than six are designed for container traffic. Overseas Containers Ltd., and Associated Container Transportation operate their all-container Australia services from Tilbury, European Unit Routes run daily container services to Rotterdam and Dunkirk, while United Baltic Corporation runs weekly container services to Finland.



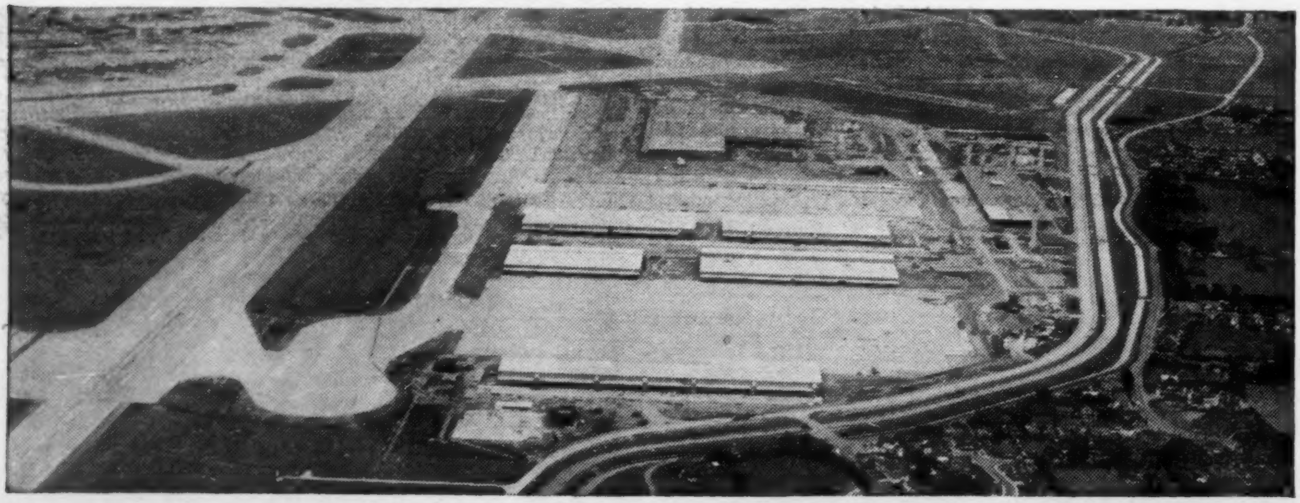
The port of Liverpool is Britain's premier export port in the deep sea trades, according to statistics issued by the National Ports Council. This year the Mersey Docks and Harbour Board will be showing details of how the Port Authority can help the exporter by means of its unique port information services and country wide representation, through its offices in London, the Midlands and the North. Port representatives on the stand will be able to supply full details of shipping services from the port, including container operations at the £1 million Gladstone Container Terminal.

Freightliners

Linking these ports with exporters and importers is the Freightliner Limited's network. At Olympia visitors will be able to see how the world's most advanced door-to-door container system literally extends industry's flowline techniques from point of producton into distribution. A single 1,000 ft.-long train can carry 700 tons of exports at 75 mph from terminal to terminal. The Freightliner network is constantly growing and by 1970 there will be 25 terminals, five containerports and 80 routes, a railway revolution which is itself an inspiration to more manufacturers to sell abroad.

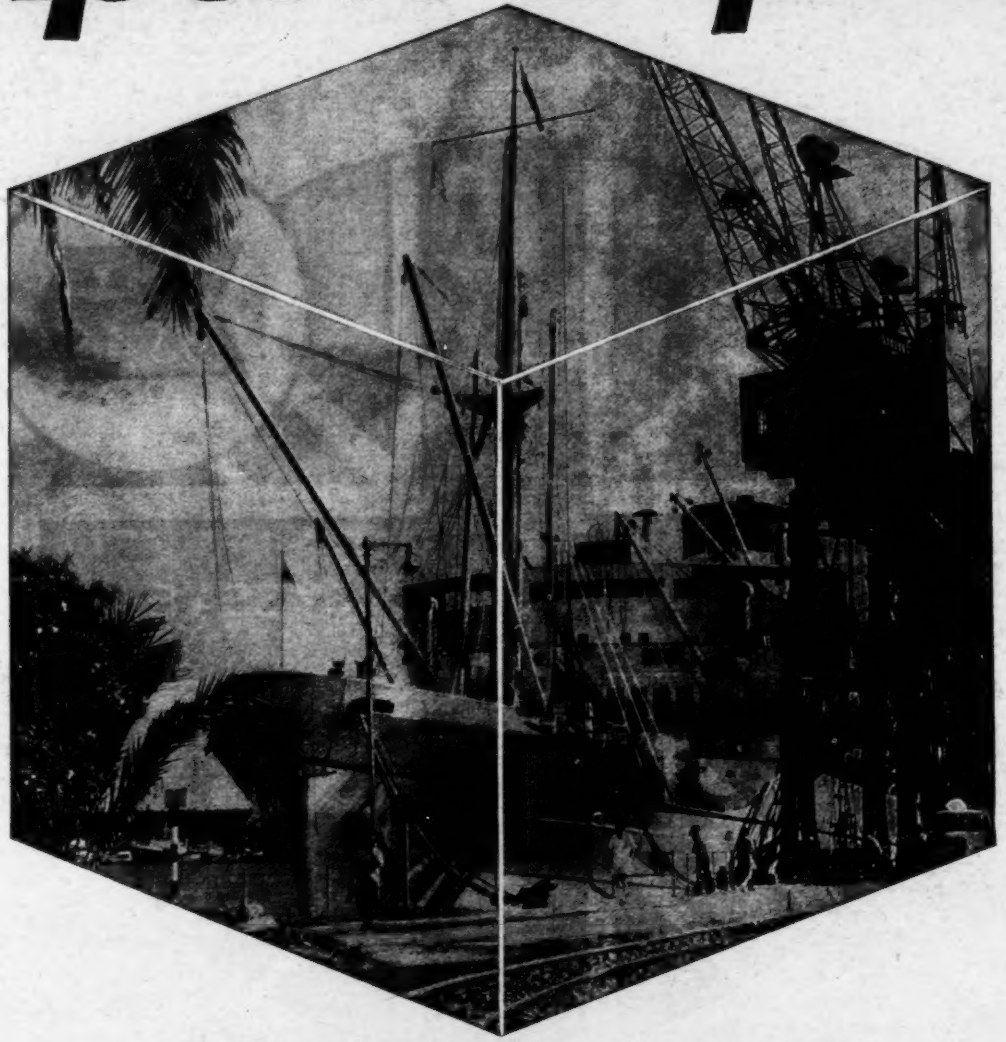
This, together with the port developments, form a major part of the export efficiency which makes this such an exciting exhibition to visit. When our attention is being diverted to the marvels of

Continued on page vii



Transportation of cargo by air is now a major industry. Its growth is such that it doubles in volume every four years. By far the largest part of the United Kingdom's air cargo passes through Heathrow Airport, London. The throughput of 136,000 tons in 1962 rose to 289,000 by 1968. It is expected that the million ton mark will be topped by the mid-seventies. Today Heathrow Airport in terms of value of import, export and re-export cargo, ranks as the third largest port in Britain, exceeded only by London and Liverpool. To handle these very large tonnages of freight, it has developed a 160-acre site on the south west side of the airport as a cargo terminal, which when finally completed will be one of the largest at any world airport.

Exports Experts



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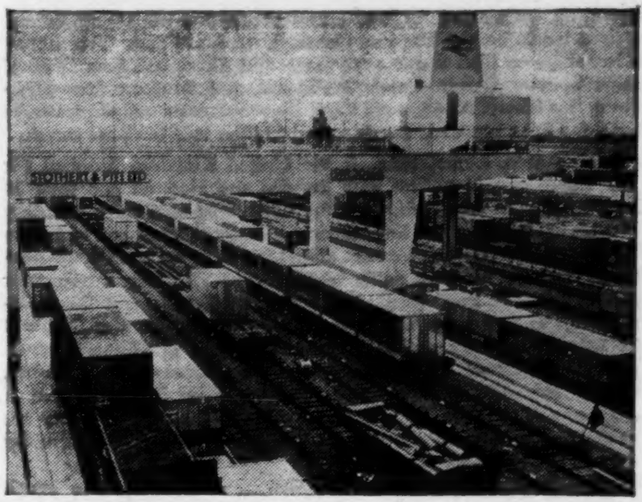
lunar exploits we are apt to overlook the more urgent marvels taking place in our own island on mother earth!

But trains and ports are useless without the ships to carry the goods, whether in bulk, unit-load, container or otherwise, and the businessman will want to know how best he can reach his markets. He will also want to know how quickly or frequently the services operate, and between what ports, whether there is a choice of means such as own vehicle, container or groupage, and whether there are door-to-door services into the bargain.

Shipping services

So sophisticated are these services that it is possible to 'take a short cut to the continent with **Geest** by loading one of their 8 ft. square containers in a British factory and having it delivered to a European customer within 250 miles of Rotterdam in two days. With this sort of service one can seriously compete for contracts. Geest collect throughout Great Britain, and their own ships sail for Maassluis, Holland, twice daily, with additional sailings to Emmerich in West Germany. On the continent Geest-owned vehicles distribute the handy 8 ft. square containers to their destinations. Geest also run a twice-weekly general cargo service from Barry, South Wales, to the West Indies.

A stand from which the visitor will gain an entirely new and enlightened outlook on the profitable prospects of exporting is that of **McGregor, Gow & Holland.** This London firm of leading brokers has spent 50 years guiding the fortunes of British exporters, and has first-hand knowledge of overseas markets. Their comprehensive service ranges over air cargo, chartering, shipping and forwarding, insurance, ship-sale and purchase, and consular and travel service, making a complete service for every kind of manufacturer interested in selling abroad. MGH are brokers and agents for Blue Funnel, Compagnie Maritime Belge, Glen Line, Iceland Steamship, Chas. Mauritzen, and Pacific Steam Navigation.



The Stratford terminal of Freightliners Ltd. handles international container traffic as well as internal routes, to bring the factory flowline to the customers' door.

Exhibiting in their own right will be the **'Belgian Line'** which has a fleet of 30 modern ships and offers the North Atlantic Container Service, services to many other parts of the world, and an international network of 400 agents.

Townsend and Thoresen Car Ferries have come together under the holding company of European Ferries Ltd. to form a joint

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operation accounting for the largest proportion of roll-on/roll-off freight traffic on the Channel routes. Townsend's four 'Free Enterprise' ships—a fifth is due next year – and Thoresen's four 'Viking' ships operate Dover - Calais / Zeebrugge and Southampton - Cherbourg / Le Havre. At Olympia these ferry operators will demonstrate their facilities for both goods transportation and business travel.

Immingham, Lincolnshire, is the United Kingdom terminal for **Tor Line's** fast ferry link with Sweden and Holland and their 24 knot maximum speed ships are fully stabilized and carry a variety of semi-trailers, lorries, low-loaders, containers, flats and both palletized and general loose cargo. (Tor Line have more than 400 container and flat units available to exporters.) They run a triangular service between the United Kingdom, Scandinavia and the continent and with two new ships coming into service this year, Tor will be offering a daily service from Immingham to Gothenburg. A popular feature of the voyages is that Tor take care of the drivers. On the Immingham-Amsterdam run, one driver is carried free of charge, and on the Immingham-Gothenburg cabin facilities are available and two drivers are carried free of charge. Tor give the drivers free meals on board.

An economical easily-handled palletized unit-load system, which minimises loading and discharging costs, will be shown on the Norwegian **Fred Olsen Lines'** stand. To put this system into practice Fred Olsen Lines had to build 10 new vessels and modify 10 others over a period of 18 months. Each ship has one or more Olsen side ports so that units can be transferred in their entirety from lorry or wagon to forklift truck and then placed on a platform which forms part of the Olsen port. In the hold a side-shifter fork truck does the rest, the units resting on air cushions during the voyage. This is yet nother example of the revolutionary ideas to help cut costs in modern exporting which can be seen at the Export Services Exhibition.

Biggest ship-owner in the port of Hull, **Ellerman's Wilson Line,** has 20 purpose-built ships, six of them new since 1965, and also operates from London, Felixstowe, Goole and Grimsby. A big feature of the Line is the Spero drive-on/drive-off stern-loader which carries 400 passengers, 100 cars and 100 containers or flats on a three-times weekly service between Hull and Gothenburg. This exhibitor is not only a shipowner, but offers the manufacturer a diversity of valuable services such as export/import documentation, customs entries and declarations, forwarding, insurance, stevedoring, travel, warehousing, printing, road transport, air chartering and other aids to overseas marketing.

With a fleet of 38 dry cargo vessels and 23 tank vessels, plus a Thames lighterage and a road haulage division, **F. T. Everard & Sons Ltd.** are exhibitors of interest to those trading with Europe and Ireland. Once again we have a shipowner who also provides many of the ancillary services of broker, forwarding agent, wharfinger and stevedore. Everards carry all manner of cargoes typical of coasting and short sea trades such as wood pulp, bagged goods, machinery, oils, fats, solvents and chemicals, products which are essential to every industry and including many of the raw materials which are converted into the manufactures to be exported by unit load or container.

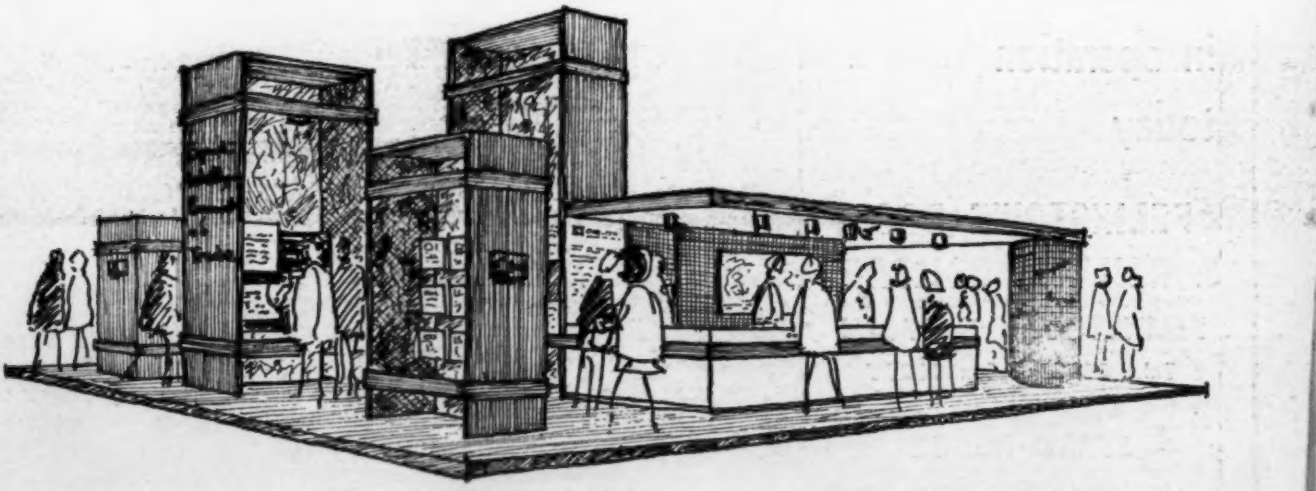
A well-known exhibitor in this group is the **Danish United Steamship Company Ltd.,** better known as DFDS, and they will be making good use of the September exhibition to promote their new, fast roll-on/roll-off container ships operating between Newcastle, Grimsby, Felixstowe, Harwich and Esbjerg. Six container ships will replace conventional vessels to run 12 sailings a week, making the crossing in less than 20 hours. Coinciding with the exhibition will be the new Newcastle-Esbjerg twice-weekly service. DFDS will supply containers including refrigerated ones. On the four routes, the six ships will have an annual capacity of more than 150,000 20 ft. trailers or containers.

Agents for liner services from London, Hull and Ipswich serving Scandinavia, Germany, United States, South Atlantic and Gulf ports are **John Good & Sons Ltd.** of Hull. Once again they will be at Olympia to offer exporters a selection of modern warehousing, lighterage and haulage services as well as those of loading brokers and port agents, together with a complete documentation service. John Good help the exporter by simplifying and economizing the transit of goods.

A lot has been said about ports and ships which is inevitable when Britain is an industrial island trading with the world, but at the 4th Export Services Exhibition the rapidly growing world of air freight will be presented in two ways. First there will be a special display by the **British Airports Authority** to herald the jumbo jet age and to show the wonders ot the new £23 million air cargo installation at Heathrow, to which the BAA will be running coach trips from Olympia, and secondly the exhibition will present an impressive array of international air freight services.

British European Airways, biggest users of the new Heathrow complex, and No. 1 airline in Europe, are in the vanguard of exporting British goods by air. They go so far as to run a cargo

Continued on page xi



An artist's impression of the Board of Trade stand at the exhibition.

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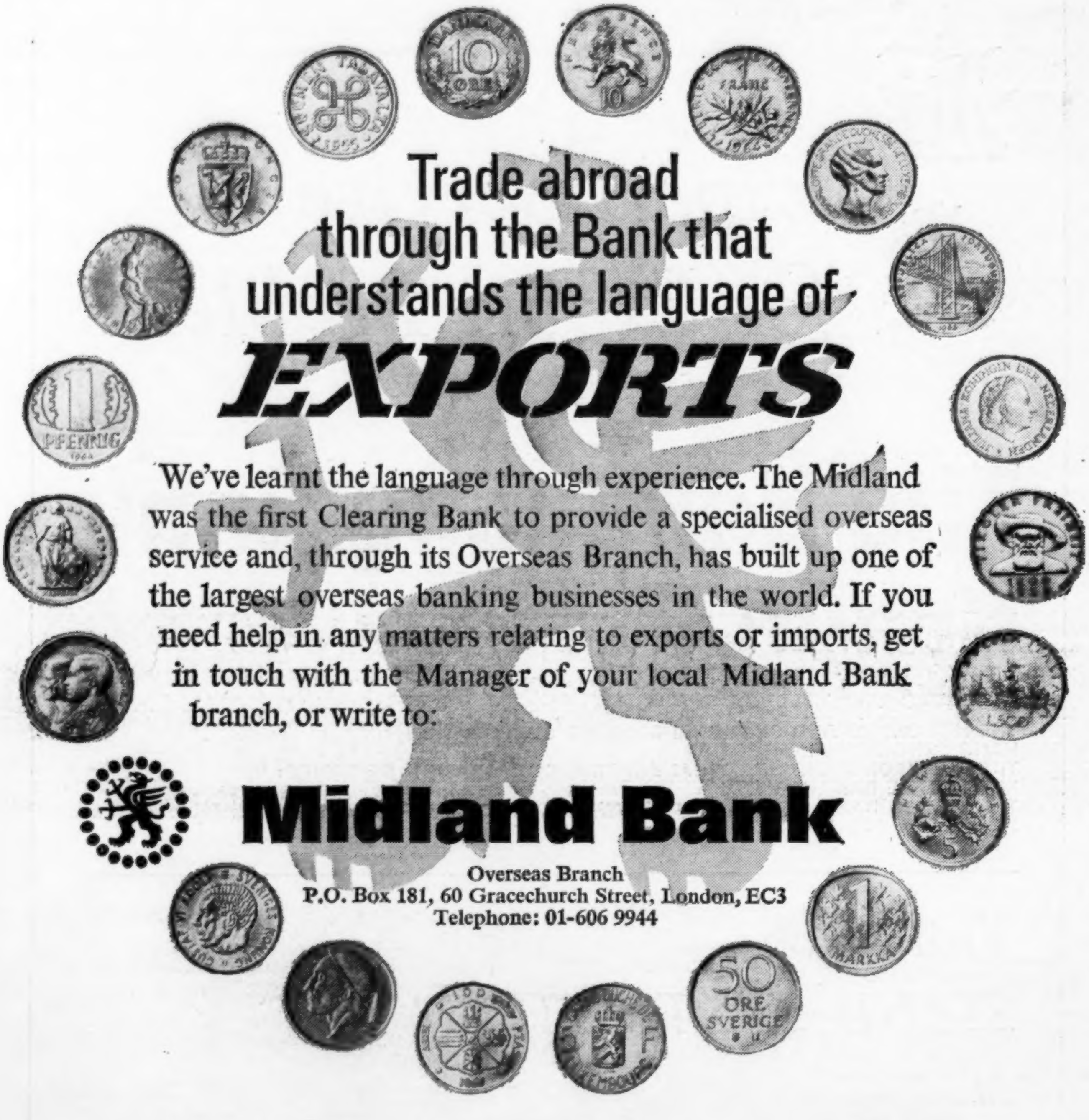

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Vans queue up on the ramp preparatory to being loaded on the roll-on/roll-off ferry vessel 'Somerset' en route to Esbjerg, Denmark, at the special berth in the Royal Dock, Grimsby.

advisory bureau which not only guides the exporter on flying palletized and container freight, but also on problems of distribution and marketing. The International Cargo Advisory Bureau will undertake studies involving inventory levels, packing, insurance, and employment of capital in order to establish the most cost-efficient system for the exporter.

Another regular exhibitor is the **Emery Air Freight Corporation,** largest air freight forwarders in the world, whose big feature this time will be their new Emcon computer installation consisting of twin 360-40 computers which take care of shipment data control, customer service information, revenue billing and a variety of management tasks. In the United Kingdom Emery maintain full cargo handling facilities at London Airport, and at Birmingham, Manchester and Glasgow, and has more than 100 offices round the world. A global Telex system enables customers to keep track of their cargo at any time.

Seaboard World Airlines will be offering the services of the Number 1 carrier on the North Atlantic run, flying a fleet of 12 all-cargo aircraft. During 1969 Seaboard's fleet will be almost entirely replaced by 12 DC8 63F Stretch Jets with 52-ton payloads, the largest commercial aircraft currently flying. This carrier is expected to fly 150 million pounds weight of commercial cargo during the present year. In America, Seaboard has its own entirely new five million dollar computerized air terminal at John F. Kennedy Airport.

The gigantic 362-seater Boeing 747 jumbo jet will be featured on **Pan-American World Airways'** stand and visitors will be able to study a large-scale cutaway model. However, the main purpose of the world's largest air cargo carrier will be to present the advantages to British exporters of a system serving 32 destinations by all-cargo aircraft, 33 destinations served direct from London, and a further 56 destinations served with immediate connections.

The **Government of Ontario** introduces an unusually interesting exhibit which aims to show British exporters the opportunities which exist for selling to the huge Canadian market. On this stand will be representatives of Canadian-based shipping companies, and information will be available about the St. Lawrence Seaway, and about grants available for warehousing.

A number of organizations associated with exports will be present to give advice including the **British National Export Council** which is sponsored by the Association of British Chambers of Commerce, the Confederation of British Industry, the Committee on Invisible Exports, the Trades Union Congress and the Board of Trade. Visitors will learn how BNEC helps with trade missions or overseas research (50 per cent refund of air fares and accommodation), makes grants towards cost of overseas trade directories, assists with overseas promotions, and initiates foreign stores to participate in British Weeks and store promotions.

Similarly, the Technical Help to Exporters Section of the **British Standards Institution** will be showing manufacturers how it can identify the various specifications for a given country, assist with technical problems arising from an overseas contract, and help in obtaining test certificates or approval by using the test facilities of the BSI centre at Hemel Hempstead.

The London Chamber of Commerce, long recognized as an authority on overseas marketing, will be present to advise and demonstrate the advantages of membership. The Chamber has a membership of about 11,000. It promotes the exchange of business delegations, provides information of value to exporters, issues certificates of origin and ECS carnets, and organizes specialized exhibitions overseas.

Research into markets abroad can be vital to successful exporting and the **Economist Intelligence Unit** will be showing how clients are assisted by single projects, regular reports or by continuing advisory services. The EIU publications will be worth studying too, and there are 62 quarterly economic reviews, and a series of quarterly reviews of specialized industries such as rubber, motors, paper, and hard fibres, The EIU is an international economic and business research and advisory organization which operates as an independent subsidiary of *The Economist.*

The banking and financial needs of exporters form another important sector of the exporting industry and **Barclays, Lloyds, Martins, Midland,** and the **National Westminster** banks will all be presenting their special assistance to exporters. So, too, will **National and Grindlays, Glyn Mills, Hong Kong and Shanghai,** and the **Standard Bank,** together with **International Finance and Services Ltd.**

Within the compass of such a comprehensive exhibition also

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come a number of highly specialized suppliers. There are the manufacturers of containers such as **Gregson and Co. Ltd.,** who make insulated, refrigerated and dry containers, fully welded in Cor-Ten steel to achieve a very low weight for a steel container. Gregson will be showing an 8 ft. and a 20 ft. insulated container with a portable dehumidifier unit.

An entirely different kind of container will be shown by **Tri-Wall Containers** whose triple-flute, corrugated fibreboard makes an economical and reliable replacement for heavier and costlier wooden packing cases. This material is, of course, ideal for flown freight.

Yet another service is the actual expert packing of goods for export, and exhibitors in this area will include the **Export Packing Service Ltd., D. W. Packing Co. Ltd.** and **Monderton Ltd.**

Export Packing Service Ltd. employs 1,250 personnel in three centres (Sittingbourne, Banbury and Glasgow), and occupies 600,000 sq. ft. of factory floor space on sites totalling more than 100 acres. They pack for the motor, aircraft, electrical, electronic and other industries requiring utterly reliable packing for export. EPS use the Driclad re-usable system for defence against corrosion, fungus, dust or sand during transport and storage, and design and build metal fabrications or special cases. There is also a research and development division with a Ministry approved test house.

D. W. Packing Co. Ltd. and **Household Goods Forwarders Ltd.** of Ilford offer a door-to-door container service for overseas removals and for the export trade. This exhibitor collects, packs and despatches and handles all storage, insurance, documentation, customs clearance, shipping and other arrangements.

Monderton Ltd., established over 30 years ago as makers of packing cases, has extended into the sophisticated fields of building space-age packaging for delicate instruments. The Tropicase division uses the Tropipac system to deal with preservation against atmospheric attack, easy content identity and protection in transit. With their own fleet of vehicles Mondertons deliver to airports and docks.

Packaging leads to marking, and **Paul Plura Co. Ltd.** systems, will also be showing their new semi-automatic numbering machine and flat-bed drum or key marker. **Lawtons Industrial Ltd.** will be showing their series of stencil cutting and stencil printing equipment, rubber type, type holders, rubber stamps, printing rollers, numberers, and other devices for marking packages.

The convenience of xerography will be demonstrated by **Rank Xerox,** who will show how a copier/duplicator, with a series of suitable overlays, can be used to produce export invoices with a reduction of 80 per cent in handling costs. Once again, **Block and Anderson** will be present to demonstrate the production of standardized shipping documentation on Banda spirit duplicators, 65 per cent of which are exported to 104 countries anyway!

A very different form of communication of value to manufacturers and exporters is Telex, and this will be demonstrated on the stand of the **London Telecommunications Region of the GPO.**

Appropriately in an exhibition which has an associated conference on Training For Export – two other regular exhibitors are the **High Wycombe College of Technology and Art,** and the **Linguaphone Institute.**

Training in export marketing did not exist in Britain until the postgraduate Diploma course in export marketing was launched in 1964 at High Wycombe College of Technology and Art. Today, 70 students are engaged on this two-year full-time course. The College has been officially recognized by the United Nations, and is this year contributing to the UNO training programmes for Diplomatic and Consular personnel from the developing countries.

A different kind of training may be required by the businessman or export industry executive who wishes to learn a language, and with 35 languages on record Linguaphone has created a simplified language learning method which is an enjoyable experience, and a particularly helpful one for the man who has to visit a foreign country or speak with its nationals perhaps only a short time in the future.

The engagement of shipping, export and import staff is simplified by yet another exhibitor, the **Shipping and Export Staff Bureau** of 25, Creechurch Lane, London, E.C.3.

ABC Europ Production, who will exhibit, produce a register of European exports, published by ABC Verlagshaus, Darmstadt, West Germany. This multilingual register of 4,000 pages lists exporters from 27 countries printed in English, German, French, Spanish and Italian. The indices and product headings provide instant access to 500,000 particulars of firms under 10,000 product headings.

Demonstrators and Exhibitors Agency (Deal) of London, the firm which introduced the group of female linguists, and the 'Union Jills', to overseas countries including France, Germany, Belgium, Holland, Luxembourg, Sweden, Italy, Denmark, the United States and South America, will demonstrate how they can assist exporters with some of their practical problems. The firm specializes in stand design and constructions, conference services, travel and transportation arrangements, on-site supervision, and photography. There are associate companies in Brussels, Paris, Lisbon, Zurich and Milan.

Visitors to the exhibition will be able to see the first issue of the new newspaper, **Export Times.** On the stand the launch issue will show the types of news, information, forecasts and constructive comment that will be published every month. The purpose of *Export Times* will be to assist and inform the management of British exporting companies on all aspects of overseas marketing.

Freightliners Limited will feature by visual display their network of maritime container services linking main industrial areas with the containerports of Harwich, Felixstowe, Tilbury, Holyhead

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BOAC freight staff manoeuvre the giant pallets of freight into the aircraft's hold.

and Heysham. The network, which is under constant expansion, offers exporters rapid, reliable and regular transits for their containers right to the ship side. It is an efficient low-cost service which ensures that maritime containers bound for European, Irish, American, Canadian, and Australian destinations by containership get a speedy, uninterrupted passage from factory to consignee.

Able Translations Ltd., specialize in translations and interpreting in all languages. The principal European languages are translated and there is a comprehensive panel of experienced translators classified by language and subject knowledge, and they only work into their mother tongue. Texts can be received and despatched by telex. The firm also provides the services of highly skilled interpreters for conferences, exhibitions, business meetings, factory visits and full facilities for international symposia, including the setting up of sound equipment for concurrent or simultaneous interpreting.

Export Training Conference

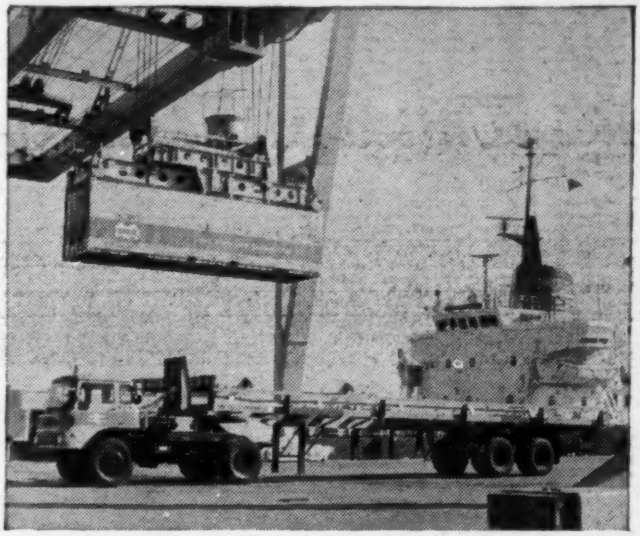
Subjects, speakers and session chairmen for the Export Training Conference are given in a folder obtainable from Mack-Brooks Exhibitions Ltd., 96 Hatton Garden, London, E.C.1. The conference is sponsored by the Institute of Export at Olympia during the exhibition.

The four-part conference is for exporters both existing and potential. Papers will be presented by eminent speakers from government departments, industrial training boards, the BNEC, the Institute of Export, industry, and commerce.

Delegates will receive a summary of each paper before the conference and the complete proceedings, including discussions, afterwards. Questions will also be encouraged by restricting papers to 25 minutes.

The registration fee is £4 each session and there is a reduced fee of £12 for all four sessions.

From this introduction to the 4th Export Services Exhibition it is surely clear that within the National Hall, Olympia, during the week commencing September 8, any businessman who does sell abroad, or who wants to, will find this an event of engrossing interest. He will find his questions endless, the answers plentiful, and the results profitable.



Unloading a container from a ship to an internal movement vehicle by transporter crane at the British Railways (Eastern Region) Parkestone Quay, at Harwich.

There is ticket only admission – no schoolboys, no tourists – but tickets may be obtained from Mack-Brooks Exhibitions Ltd., 96 Hatton Garden, London E.C.1 (Tel. 01-405 5171), from whom details may also be had of speakers and subjects for the four-day conference 'Training For Export'.

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Streamlined government services are geared to help United Kingdom exporters

(Centre): Mr. H. Birtles, CBE, in charge of the amalgamation of the Board of Trade's Export Services Branch and Trade Promotions Branch at Hillgate House, London, E.C.4. (Left): Mr. W. T. Pearce, Director, Trade Promotions Branch. (Right): Mr. Gordon Booth, CMG, Director, Export Services Branch.

During the export promotion debate in the House of Commons on June 12, Mr. Anthony Crosland, President of the Board of Trade, announced that the Export Services Branch and the Trade Promotions Branch (this new title incorporates what was formerly the Overseas Trade Fairs Branch and the British Weeks and Store Promotions Directorate) of the Board of Trade were being amalgamated into one organization within the Board of Trade. The combined offices are now situated at Hillgate House, Old Bailey, London, E.C.4. In conjunction with the export sections of the Board's regional offices, Hillgate House provides a focal point of contact for dealing with the export problems of British industry.

At this exhibition, the Board of Trade (on Stand 85) have adopted as their theme the 'Government's assistance for British exporters'. Special emphasis will be given to the assistance which the Board can offer British businessmen going overseas, either on their own, as members of a sponsored trade mission, or on a trade fair joint venture, Store Promotion or British Week.

An important feature of the stand will be the daily service provided by the *Export Service Bulletin*, a publication which provides information for exporters about trade opportunities, calls for tender, new developments, etc., in overseas countries. Subscribers and potential users of the service will be interested to learn that in 1970, this daily publication will be superseded by a new computer service, which as well as providing British exporters with a selective service of overseas information and opportunities will also constitute a register of British manufacturers for export and their products.

Despite an issue of over half-a-million copies of the Board of Trade's 'Handbooks for Exporters' (available on the stand) and extensive advertising of its Export Intelligence services in the national and provincial press, many manufacturers are still not fully aware of the complete range of assistance available to them from the Government services and how they should use these to help them with their export problems.

Help for potential exporters

If help is needed, telephone contact with the Export Intelligence Inquiry Service at the Board of Trade either in London (Tel. 01-248 9633) or at any regional office can put any inquirer well on the way to what he needs. Through this service the whole range of the Government export services is available. The services provide specific advice on likely markets; tariffs and regulations (accurate and detailed information on current tariffs; import and local legislation to be complied with for particular categories of goods); overseas visits can be arranged to help survey potential markets abroad; contact and introductions can be arranged with key buyers and agents; there are status reports about most foreign companies; advice can often be given about the suitability of a product for a particular market. These are just some examples of the services available.

One of the most important services provided for exporters by the Board of Trade is the availability of the Statistics and Market Intelligence Library at Hillgate House. It contains a collection of trade and other economic statistics of foreign and Commonwealth countries, overseas trade directories, and a whole range of catalogues produced by overseas manufacturers. With over 85,000 volumes, regularly replenished, the library is among the most up-to-date and comprehensive of its kind in the world. This library is available to any businessman who can make a personal visit, or he can telephone (01-248 5757) or telex (886143) for particular information.

This network of commercial intelligence depends on the Commercial Diplomatic Officer on the spot in the principal trade centres of the world, feeding back to British industry information in answer to their inquiries and reporting positive export opportunities.

Commercial Officers in more than 200 embassies and consular posts overseas are there to supply export information and to make sure that the British exporter is kept aware of the opportunities for his products, as well as smooth his path up to the point of actual sale.

The Commercial Officer's job

The requirements may be basic. But the information needed to deal adequately with them comes in a multiplicity of forms. The Commercial Officer, the man in the market with the local knowledge and contacts, is there to ensure that the British manufacturer is given a service which as well as being unbiased, is second to none. It is his job to know the 'ins and outs' of his market, to

Continued on page xvii

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See us on Stand 48 at the Export Services Exhibition

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TELEX: 32235

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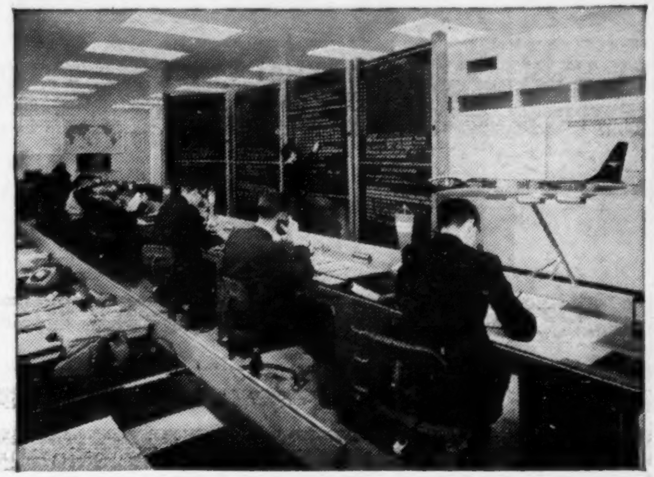
Area Office: Austral House, Well Street, Bradford, Yorks. Tel: 0274|32599.
Agents: Killick, Martin & Company Ltd., Dunster House, Mark Lane, London EC3. Tel: 01-623 3100. Telex 28424. Killick, Martin (Southampton) Ltd., Havelock Chambers, Queens Terrace, Southampton. Tel: 28771. Telex 47633. Killick, Martin (Birmingham) Ltd., St. Martin House, Bull Ring, Birmingham 5. Tel: 021 643 9051. Telex 338807. R. M. Beveridge & Co. Ltd., 14 St. Vincent Place, Glasgow C1. Tel: 041 221 3615/7. Telex 778118. 54 Commercial Street, Dundee. Tel: Dundee 22131. 64 Constitution Street, Leith, Edinburgh 6. Tel: 031 554 1557. 87 Lumley Street, Grangemouth, Stirlingshire. Tel: Grangemouth 4228.

open up business by reporting specific export opportunities and calls for tender, and to keep in constant touch with Government Departments, buying authorities, agents, and all potential customers for British goods.

He can provide advice on such things as which important buyers should be invited to visit Britain, and is also concerned with organizing outward trade missions. He compiles status reports on the commercial standing of local firms who may be acting as agents for British exporters – an objective assessment from the man on the spot is invaluable to a firm thinking of appointing agents in a new market. The initial contact point for all this information is the Board of Trade at Hillgate House in London or at your nearest Regional Office (see *Board of Trade Journal*, August 6, page 406). The chances are that most of what you want to know is on record there already.

The positive information coming daily from overseas posts is not kept until asked for. Details of export opportunities are published promptly on receipt in the daily *Export Service Bulletin* and summarized weekly in the *Board of Trade Journal*. To ensure that the right people hear of opportunities, individual manufacturers are also contacted to make sure that they are aware of information and to assist them in following up opportunities. The Export Services Branch alone has a mailbag of well over 50,000 letters a month from British commerce and industry, as well as a formidable stream of telephone and telex inquiries on every conceivable subject which may arise in relation to export problems.



All telephone requests for cargo reservations and information are handled by a team of 20 trained staff in BOAC's Skyload office at London Airport. To keep them up to date with events and latest information about loads, space availability and routings are posted on blackboards.

Assistance from the Commercial Officer

How can the overseas Commercial Officer assist the businessman when he visits markets abroad? A businessman calling on a Commercial Officer is given priority, but it is obviously easier for the officer to have arranged introductions, made appointments and collected information if he has been given advance notice. To get the best out of this service, Export Services Branch or the nearest Board of Trade regional office should be told of the visit in good time. They can provide a good deal of information about the country, including 'Hints to Business Men', a series of some 100 booklets based on information supplied by overseas officers giving guidance to the traveller and concise facts about the economy of their territories. The Board of Trade will then ensure that the impending visit and the visitor's requirements are notified in good time to the overseas post.

Continued on next page

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BoT Trade Promotions Branch

The Trade Promotions Branch of the Board of Trade also offers effective support to the British businessman in selling his products overseas. For example – in 1968 the Board of Trade provided practical help to (a) 5,300 British firms at 239 trade fairs in 39 countries; (b) to one major and eight minor British Weeks, and (c) to over 300 store promotions abroad.

Overseas trade fairs

What form does the support take?

The Joint Venture Scheme. The bulk of the financial support for British firms at overseas trade fairs falls under this scheme. Joint ventures are collective displays of products wholly or mainly manufactured in this country. Under the scheme the Board of Trade rents a site to provide free space and a shell stand. Provided adequate space is available, each firm is allowed free the area required for the effective display of its products. These collective displays have to be sponsored by a non-profit making body, which is usually the appropriate trade association.

At some international general fairs exhibitors are grouped by nationality rather than by industry, and another form of assistance given to firms is by building or renting a British pavilion (or section) and charging a low rent to exhibiting firms.

Other forms of financial assistance available to British firms taking part at overseas trade fairs with the Board of Trade support are:

(a) Fifty per cent of the cost of translating sales literature for distribution at the event;

(b) Fifty per cent of the expenditure actually incurred on travel (within the maximum of half the appropriate return tourist air fare) for:

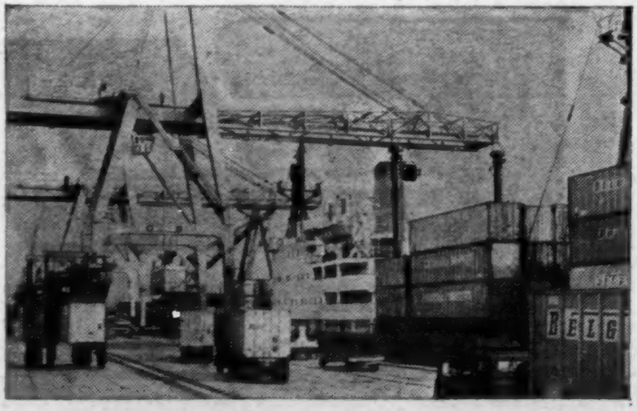
- (i) two representatives of the trade association organizing the joint venture, each of whom mans the trade information stand for the duration of the event;
- (ii) two representatives of each firm participating in a joint venture outside Western Europe, each of whom mans the stand for the duration of the event;

(c) Fifty per cent of the freight cost of returning to the United Kingdom unsold goods which were exhibited for sale at the fair at which joint venture was held outside Western Europe;

(d) Fifty per cent of the media and production costs of co-operative advertising subject to certain rules.

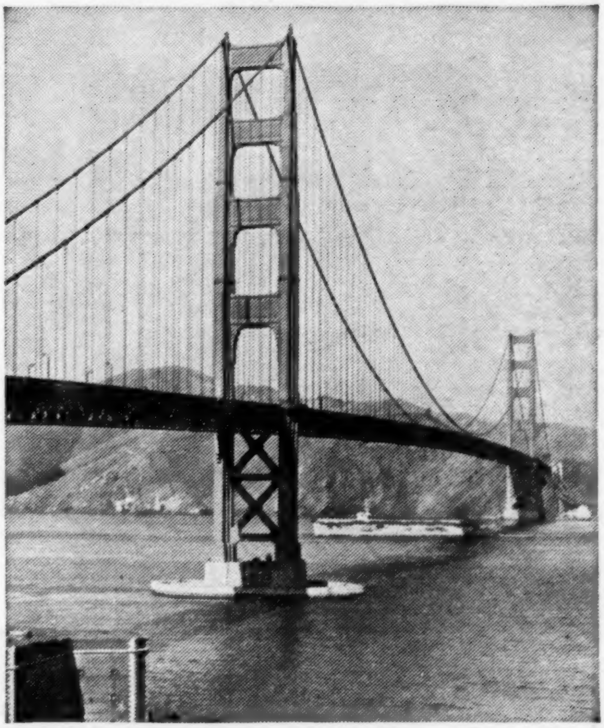
Some firms exhibiting at a trade fair with the Board of Trade support need all possible assistance, and to that end the Board arranges for such firms to be interviewed by a regional export officer well in advance of an event in order to find out what forms of assistance are likely to be required before or during the event or in any selling activity which is undertaken at the same time. In

Continued on page xxi



Transatlantic container traffic at the British Transport Docks Board southern container terminal at Southampton. Dart Containerline is a joint venture of Bristol City Line, Belgian Line and Clarke Traffic Service, serving the United States and Canada in a twice weekly service from Antwerp via Southampton.

Here today. There today.



There's no faster shipping route to this big market.

The U.S.A. West Coast may be half a world away, but we can get your shipment there the same day it leaves London.

We've got all-cargo Jet freighters to the West Coast leaving London at 03.45 every Wednesday, Thursday and Saturday and a cargo-carrying passenger flight every day at 14.05 which takes the time-saving polar route to arrive the same evening, local time. The flight is nonstop to the West Coast.

There's also a second Pan Am Jet that takes off every Monday, Tuesday, Wednesday and Thursday for Seattle and Portland.

(And remember, these Jets go both ways. So there's something in it for importers, too.)

Or maybe your shipment is going to the Far East. We'll make sure your goods get excellent connections on other Pan Am flights heading to the Far East or South America. No cargo pool for you. When you start with Pan Am, you stay with Pan Am.

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NATIONAL AND GRINDLAYS BANK LIMITED

Head Office: 23 Fenchurch Street, London, E.C.3. Telephone: 01-626 0545

Swansea Ferryport, specially built for a service opening up a freight and passenger route from the Southern half of Britain to the Republic of Ireland, was built by the British Transport Docks Board at a cost of over £600,000 to service the B. & I. Line m.v. 'Innisfallen'. The picture shows the m.v. 'Innisfalen' alongside the passenger terminal building. In its first year of operation Swansea Ferryport is expected to deal with 150,000 passengers, 30,000 cars and 60,000 tons of freight.

appropriate cases the Board's regional export officer or the Board's Export Services Branch ask the overseas commercial officers concerned to provide supplementary information either before the event or for use by the exhibitor when he arrives in the overseas country.

The Trade Promotion Branch of the Board of Trade support collective displays of British products at overseas trade fairs; help inexperienced firms to do their homework to ensure that they get the full commercial benefits from their participation; support under the Co-operative Advertising scheme and in other ways, efforts to get potential buyers to visit British stands. From then on firms are on their own. Price, quality, delivery and back-up service are important but not least in importance is the ability of the people manning the firm's stands, the export salesman.

British Weeks and Store Promotions

British Weeks are organized and financed by the Board of Trade in conjunction with the appropriate area committees of the British National Export Council. These Weeks are usually begun about 18 months in advance and are major promotions of British consumer and consumer durable products in major cities overseas. They also provide a favourable climate for the promotion of capital goods and 'invisibles'.

Minor British Weeks are largely organized by local authorities or chambers of commerce overseas with the help of the Diplomatic commercial officers. Dependent upon the commercial importance of the event, the Board of Trade may provide display material and supporting features.

Departmental stores in overseas cities frequently put on special promotions of British products, and the Board of Trade assists the store by providing display material and arranging for supporting features to be sent out either wholly or partly at the store's expense.

British exporters can take advantage of British Weeks and store promotions by studying the list of events published regularly in the *Board of Trade Journal* and ensuring, through the medium of their agents or the London buying houses of the stores, that their products are stocked by the stores in good time for the promotions.

The Export Services Branch and the Trade Promotions Branch together with the Regional offices of the Board of Trade and the Export Credits Guarantee Department are the bridge for industry to use as a means of improving their marketing arrangements overseas. Businessmen keen to take advantage of these services will find an eagerness to help them. Do you want to know more? Then Call Export Intelligence at the Board of Trade (Tel. 01-248 9633).

"For Services to Exporters"

. . . . isn't quite the citation that marks the award of the accolade for export achievement. We're often the 'unsung heroes' of part of this achievement but we don't mind a bit. We're content to make a vital contribution, bask in a little reflected glory and leave it at that. The contribution we make is to ensure, through first-class packing and post-production service, that our customers get their products to their markets anywhere in the world on time and in prime condition. There's a lot of responsibility and satisfaction in doing just this.

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QUALITY IN AIR TRANSPORT

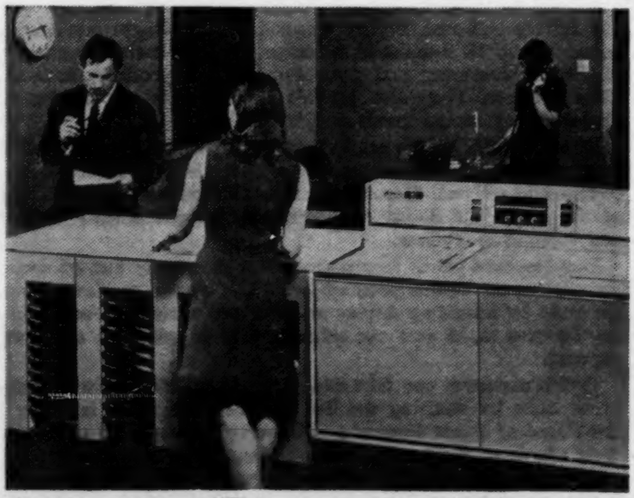
Exporters invited to ECGD stand

THE EXPORT CREDITS Guarantee Department will again be having its own stand at this year's Export Services Exhibition. ECGD is the government-run export credit insurance business. Its policies protect the exporter against the major credit risks in exporting and at the same time can help him to get export credit finance at a fixed rate. ECGD's business today is running at around £2,429 million and more than 10,000 exporters are ECGD policyholders.

ECGD's stand at the exhibition will be staffed by representatives from some of its 20 branch offices. Their advice will be readily available to any exporter who would like to have full details of ECGD's policies or who wishes to know how they may be applied to his own particular export business. With the increasing pressure on exporters to go out and sell to wider markets and the problems of export credit-giving, it is certain that staff manning the stand will be kept busy answering inquiries. They are all experts in the export business and will be happy to meet any exporter – ECGD policyholder or not – who cares to visit the stand.

SHORT
SKYVA

Two of the 14 linguists provided by Demonstrations and Exhibitors Agency Ltd. for Handley Page during the Paris air show.



The Rank Xerox 3600 is the latest and fastest in the company's range of copier/duplicators. The print-per-second machine, called the 3600 from its hourly output rate, reproduces direct, from original documents, eliminating stencil or other master preparation as well as machine make-ready time. It makes dry, black-on-white prints on ordinary bond paper. Declining-cost meters reduce the cost per copy according to length of run and total number of copies produced monthly.

Custom's services to exporters

AMONG THE MOST important of the services provided by the Customs and Excise for the benefit of the export trade are the reliefs from duty and purchase tax on exported goods. Brief details of the arrangements for these reliefs are given below; fuller information is given in the Board of Trade Export Handbook No. 1 'Services for British Exporters'. Local Officers of Customs will be pleased to supply detailed literature and give assistance with particular problems.

Repayment ('drawback') of the duty paid at importation may be claimed on the exportation of a wide variety of imported goods or of goods manufactured or produced from imported materials. Extensions to the range of goods for which import duty drawback is allowed are made on the recommendation of the Board of Trade, to whom applications should be made, when the volume of trade warrants it and other necessary conditions are fulfilled. For goods not of a drawback class, relief from import duty may still be possible if it will promote the interests of the export trade. There is also provision for relief from import deposit on goods intended for export.

Exporters importing goods for re-exportation may usually avoid payment of the import duty and purchase tax by 'entering' the goods with the Customs for deposit in a bonded warehouse for direct re-export.

Purchase tax is not payable on goods exported direct from the tax-free stocks of a registered purchase tax trader and in most other cases where purchase for exportation is from tax-paid stocks, there are special arrangements for relief from the tax. For example, a scheme has recently been introduced by which retailers may sell and deliver goods over-the-counter to visitors from overseas free of purchase tax, subject to certain conditions which are explained in Notice 77X (Retail Export Scheme).

In addition to straightforward reliefs, the Customs have facilities which exporters may find useful in their particular fields, for goods exported for repair or process, abroad or for temporary exhibition at trade fairs, etc., and for samples imported for promoting export trade.

Documentation of exports is obviously necessary, whether to enable drawback or other relief to be claimed or to enable the exportation of the goods to be recorded in our export trade statistics, used to measure the country's economic performance in overseas trade. Where drawback, etc., is claimed or the goods are subject to export control, a 'Shipping Bill' has to be completed for each consignment before the goods are exported. In other cases, a 'specification' must be completed and presented to the Customs within six days after shipment of the goods. It may, however, be possible for regular exporters to adopt a simplified method based on schedules prepared by the exporter.

The great majority of goods can be exported without restriction, but in certain cases it is necessary to obtain an export licence (usually from the Board of Trade) before the Customs will permit shipment. In a few isolated cases some goods are prohibited to be exported. Details of restrictions and prohibitions can be obtained from the Board of Trade or the Customs. Where a licence is necessary, documentation must be completed before shipment.

To make the task of export documentation as easy as possible, the Customs have redesigned most entry forms for exported goods, apart from those on drawback or ex-warehouse, to conform to an agreed pattern for other export documents such as bills of lading and certificates of insurance and origin, so that they can all be prepared from a single master document by a mechanical duplicating process. This method avoids repetitive typing and eliminates much of the possibility of error.

A service available to exporters which is not as widely known as it should be is the Customs bill of entry service which can provide information for about 3,000 separate commodity headings for exports to nearly 200 different countries of consignment, or through 120 Customs ports in the United Kingdom. (Similar information is also available for imports.) Fully detailed information on this basis either for an individual month or the cumulative figure for the year to date is available from the Statistical Office (Bill of Entry), HM Customs and Excise, Portcullis House, 27 Victoria Avenue, Southend-on-Sea. A small charge is made to cover the cost of extracting the information from the records.

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SUNDAY 31ST. AUG.-FRIDAY 5TH. SEPT. 1969

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Electric motor maker drives exports up by one-third.

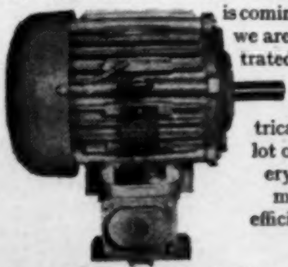
Winding-up is good business for this efficient Huddersfield company. Its electric motor exports run into millions every year and increased by one-third in 1967, says general export manager Kenneth A. (above right).

Interviewer: Your motors are general workhorses for industry?

Kenneth A: That's so, they're the prime movers for most machinery. We go from fractional h.p. motors up to big 650 h.p. jobs.

Do you find competition fierce overseas?

Kenneth A: Tough, yes, especially from the U.S. and German manufacturers, and Japan is coming up fast. But we are very concentrated producers of a specialised range of electrical products. A lot of our machinery is semi-automated, and this efficiency keeps us competitive.



What's your marketing set-up?

Kenneth A: We have agents in 76 countries, and our own subsidiary selling companies in three major markets—U.S.A., Canada and Germany. These subsidiaries give us a good edge, because technical service is so important in our field. We get orders because our people overseas sweat over getting drawings to customers and make that much extra effort.

Is all your overseas business covered by ECGD?

Kenneth A: Our business through agents has been covered since 1960, and we've recently added the subsidiaries. This was primarily to take advantage of ECGD Bank Guarantees. On a figure of £1 million, say, we could save £10,000 because the Guarantee enables us to borrow at Bank Rate.

Your exports have grown impressively since you first came to ECGD. Any connection there?

Kenneth A: Financial security became more important after the first postwar export boom ended. Immediately after 1945 we were selling in the traditional Commonwealth markets, usually with companies we knew very well. But that all ended in the fifties, and we had to move into much less familiar markets. We soon felt the cold, and had to have ECGD cover if we were to expand.

You've certainly expanded in North America. Do you find ECGD's New York office useful?

Kenneth A: It's a help, the ECGD man there having underwriting powers up to certain figures. We find this speeds things up a lot.

Your exports were a record last year. What now?

Kenneth A: We were up by a third last year. Now we're consolidating for the next surge forward.

The world is a big market. Your company can prosper through increased exports. ECGD is the Government Department which insures exporters against loss through default, insolvency, transfer and other risks. Advice and co-operation from ECGD can help spark off and sustain your export expansion. Contact your local ECGD Manager.

CITY OF LONDON: ROYAL 3481
LONDON WEST END: GERRARD 2262
NORTH LONDON: MONARCH 6581
SOUTH LONDON: HOP 8011
BEDFORD: 68798
BELFAST: 29429
BIRMINGHAM: EDGBASTON 4875
BRADFORD: 25147
BRISTOL: 23102
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EXPORT CREDITS GUARANTEE DEPARTMENT

THREE BOARD OF TRADE HANDBOOKS give over 200 pages of export information. They are: No. 1, *Services for British Exporters;* No. 2 *ECGD Credit Insurance and Financial Support Services;* No. 3, *Organisation for Export Marketing.* For as many free copies as you require for day-to-day use by your export staff, write now to Information Division, UK Publicity Section A (E3), Board of Trade, 1 Victoria St., London, SW1

[illegible]

Shipping movement at United Kingdom ports

Foreign and coasting trade movement during April 1969

THE TOTAL NET TONNAGE of vessels in the foreign trade which entered and cleared United Kingdom ports with cargo during April 1969 amounted to 15,409 thousand net registered tons: an increase of 1.7 per cent over the tonnage for April 1968. Commonwealth vessels accounted for 6,408 thousand n.r.t.

During the first four months of the year the total net tonnage of vessels entering and clearing United Kingdom ports with cargo amounted to 59,972 thousand n.r.t. an increase of 4.2 per cent over the same period of 1968. Vessels of foreign flags accounted for 57 per cent of this tonnage.

In the coasting trade there was a 4.5 per cent increase in the total net tonnage of arrivals and departures with cargo during the month of April 1969, and a 2.7 per cent increase during the first four months compared with 1968.

Note: net registered tons (n.r.t.)

The net registered tonnage is the measure of the size of a vessel and is normally used in the assessment of light, port and dock dues in the United Kingdom. It is obtained by deducting from the gross register tonnage an allowance for the area occupied by machinery, bunkers, water ballast and crew space.

Definitions:

(1) The foreign trade statistics relate to voyages direct from any port abroad to a port in the United Kingdom, or vice versa, or from one port to another in the United Kingdom, so long as the vessel has onboard cargo shipped abroad, or shipped in the United Kingdom for discharge abroad, or passengers from or for a port outside the United Kingdom.

The coasting trade statistics include vessels carrying only coastwise cargo or passengers from port to port in the United Kingdom, and vessels moving between these ports without at the time having on board cargo or passengers from or for a port abroad. For example, the coastwise movement in ballast includes foreign trade vessels which, having completed the discharge of cargo or passengers from abroad at one United Kingdom port, proceed coastwise to another port to load for the return voyage.

(2) Cargo figures relate to vessels which load or unload merchandise, bullion, specie, or mail, except those loading or unloading only Government stores, bunkers or ship's stores.

(3) Ballast figures relate to all vessels other than those defined in (2) and include vessels loading or unloading only Government stores, bunkers, ship's stores or passengers.

(4) Vessels in the foreign trade, calling during the course of a single voyage at more than one port of the United Kingdom, are recorded as entered and cleared at one port only, but as arrived and departed at each subsequent port of call.

Table 1. Shipping movements at United Kingdom ports

Foreign Trade		Entered					Cleared				
			Thousand Net Tons					Thousand Net Tons			
		Number of Vessels	Total	United Kingdom	Other (†) Commonwealth	Foreign	Number of Vessels	Total	United Kingdom	Other (†) Commonwealth	Foreign
With cargo:	April 1968	6,112	10,240	4,097	272	5,871	4,570	4,909	2,318	152	2,439
	April 1969	6,033	10,188	3,767	231	6,190	4,575	5,221	2,298	112	2,811
	January-April 1968	23,775	38,347	14,610	848	22,889	18,358	19,212	8,907	485	9,820
	January-April 1969	23,649	39,846	14,993	984	23,869	18,207	20,126	8,996	529	10,601
In ballast:	April 1968	1,342	1,824	830	46	948	2,898	6,847	2,144	160	4,543
	April 1969	1,429	1,960	769	41	1,150	2,943	6,538	2,071	107	4,360
	January-April 1968	4,755	6,452	2,794	197	3,461	10,518	25,333	7,938	513	16,882
	January-April 1969	5,188	7,294	2,772	193	4,329	10,894	25,658	7,971	599	17,088

(†) Includes Irish Republic and South Africa.

(Tables on following pages)

Prepared in record time for despatch by Ben-Line, the first consignment of approximately 200 tons of Duckhams lubricants, part of one of the largest contracts to be made by the company, left London Docks for Thailand recently. The contract was negotiated by the Far Eastern representative of Cory Brothers, Cardiff, against severe competition. The picture shows a vehicle of Unitrans Ltd., the forwarding agents, on the quayside at London Docks.

A LIBRARY FOR EXPORTERS

Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Board of Trade **Statistics and Market Intelligence Library** *at Hillgate House, 35 Old Bailey, London, E.C.4. This is a modern well-equipped library of over 85,000 volumes. It has a reading room for visitors, and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of foreign manufacturers.*

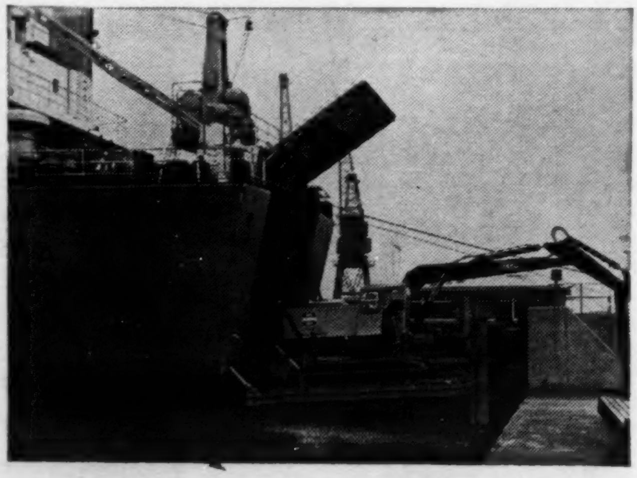
The library opens from 9 to 5.30, Mondays to Fridays (Tel. 01-248 5757, Ext. 368 or Telex No. 886143).

Table 2. Foreign trade entrances and clearances with cargo

Nationality of Vessels	Entered				Cleared			
	April		January-April		April		January-April	
	1968	1969	1968	1969	1968	1969	1968	1969
	Numbers of Vessels							
United Kingdom	1,783	1,708	6,759	6,802	1,470	1,410	5,623	5,739
Other Commonwealth (†)	181	152	606	613	124	126	486	509
Foreign	4,148	4,173	16,410	16,234	2,976	3,039	12,249	11,959
Total	6,112	6,033	23,775	23,649	4,570	4,575	18,358	18,207
	Thousand net tons							
Commonwealth								
Registered in United Kingdom	4,097	3,767	14,610	14,993	2,318	2,298	8,907	8,996
Registered in Canada	—	—	—	—	—	—	—	5
Registered in other countries (†)	272	231	848	984	152	112	485	524
Total Commonwealth	4,369	3,998	15,458	15,977	2,470	2,410	9,392	9,525
Foreign:								
Soviet	96	151	437	543	17	53	117	147
Finnish	149	118	417	403	37	51	135	164
Swedish	355	318	1,828	1,512	199	157	905	748
Norwegian	1,139	1,256	4,436	4,891	418	481	1,690	1,772
Danish	239	247	1,022	981	169	168	719	713
Polish	19	14	91	95	18	14	55	54
German (Federal Republic)	521	610	2,059	2,201	301	360	1,250	1,276
Dutch	683	621	2,442	2,620	362	427	1,526	1,730
Belgian	223	233	838	836	163	209	576	746
French	299	375	1,141	1,396	198	217	762	805
Spanish	52	88	245	298	46	63	222	261
Italian	120	71	597	563	46	27	159	111
Yugoslav	55	29	94	79	5	8	25	24
Greek	232	191	819	819	72	120	254	355
United States of America	172	268	648	665	147	231	522	565
Panamanian	122	150	630	690	81	76	275	299
Liberian	1,084	1,312	3,997	4,261	44	46	234	401
Other	311	138	1,148	1,016	116	103	394	430
Total Foreign	5,871	6,190	22,889	23,869	2,439	2,811	9,820	10,601
GRAND TOTAL	10,240	10,188	38,347	39,846	4,909	5,221	19,212	20,126
Trading Areas:								
Irish Republic	770	364	1,715	1,597	363	374	1,342	1,332
Northern Europe (Foreign)	2,611	2,807	10,706	11,309	1,927	2,298	7,831	9,111
Europe (Atlantic) and Western Mediterranean Countries	1,290	1,324	5,009	4,903	857	844	3,233	3,234
Central and Eastern Mediterranean Countries	1,271	1,139	4,346	4,499	163	123	737	610
West and South Africa	548	600	1,828	2,360	189	228	790	949
East Africa, Persian Gulf, India	1,543	1,706	6,436	7,519	187	175	731	776
Eastern Asia and Islands in the Pacific	237	174	870	823	163	142	665	602
Australasia	289	344	1,021	1,163	192	178	690	629
North America (Atlantic Coast)	774	797	2,668	2,360	599	592	2,076	1,883
West Indies and Central America (Atlantic Coast)	608	613	2,559	2,260	134	122	593	473
South America (Atlantic Coast)	144	128	513	557	59	78	227	277
South and Central America (Pacific Coast)	21	31	108	100	17	30	74	84
North America (Pacific Coast)	124	149	524	361	55	28	198	126
Other Areas	10	12	44	35	4	9	25	40
Total Commonwealth Countries	2,305	2,183	8,312	9,386	1,117	1,011	4,056	3,768
Total Foreign Countries	7,935	8,005	30,035	30,460	3,792	4,210	15,156	16,358
TOTAL	10,240	10,188	38,347	39,846	4,909	5,221	19,212	20,126

(†) Includes Irish Republic and South Africa.

'USING EFTA.' *To inform the EFTA businessman of his opportunities in the markets of the member countries, the EFTA Secretariat in Geneva has produced a 161-page book entitled 'Using EFTA' which describes the conditions of the eight national markets and outlines briefly the procedures for claiming EFTA tariff treatment. Copies, together with other publications about EFTA (including the Secretariat's regular 'EFTA Bulletin'), can be obtained free of charge from the Board of Trade's EFTA Information Centre,* 1 *Victoria Street, London, S.W.*1 (*Tel*, 01-222 7877, *Ext.* 2479/2480).



The thirtieth 20-H Hydrohoe hydraulic excavator to be sold in Sweden was recently delivered via the Immingham/Gothenberg roll-on roll-off ferry, 'Aida'. This machine was part of a shipment of five 20-H excavators despatched to Sweden from Ruston-Bucyrus Limited, Lincoln. A further 12 *are on order for the company's distributor, Tornborg and Lundberg AB, Stockholm.*

Table 3. Foreign trade arrivals and departures at principal ports, January-April

Port	Arrived						Departed					
	With cargo			With cargo and in ballast			With cargo			With cargo and in ballast		
	1968	1969		1968	1969		1968	1969		1968	1969	
	Thous. net tons	Thous. net tons	Number of vessels	Thous. net tons	Thous. net tons	Number of vessels	Thous. net tons	Thous. net tons	Number of vessels	Thous. net tons	Thous. net tons	Number of vessels
Bristol	1,183	1,001	544	1,204	1,029	567	156	103	147	1,140	818	465
Cardiff	537	427	224	604	530	278	180	147	84	608	536	250
Dover	1,899	2,084	1,749	2,620	2,813	2,360	1,801	1,999	1,587	2,574	2,728	2,305
Felixstowe	581	762	724	626	814	785	492	708	663	577	786	760
Folkestone	135	148	119	180	230	183	138	126	104	183	219	177
Grimsby	1,288	1,501	813	1,442	1,776	972	529	652	536	1,363	1,756	983
Harwich	1,830	2,429	1,346	1,868	2,514	1,430	1,721	2,458	1,395	1,753	2,499	1,421
Holyhead	661	478	434	666	486	445	475	385	333	483	389	344
Hull	1,682	1,670	1,586	1,809	1,785	1,666	962	879	876	1,693	1,563	1,444
Lancaster	39	—	—	45	15	44	8	14	39	9	15	40
Liverpool	4,131	3,912	1,554	4,754	4,542	1,781	1,736	1,650	1,007	4,815	4,209	1,634
London	10,116	9,834	4,695	11,793	12,153	5,559	4,379	4,242	2,919	11,472	11,569	5,705
Manchester	2,244	1,730	970	2,424	1,857	1,109	528	515	628	2,089	1,690	1,024
Middlesbrough	1,132	1,984	567	1,451	2,334	784	646	539	533	1,643	2,177	772
Milford Haven	2,430	3,764	178	2,918	4,515	449	610	750	192	2,728	4,459	373
New Haven	179	191	249	183	203	264	166	185	218	185	206	266
Newport	408	478	240	568	539	291	306	177	232	663	499	302
Plymouth	107	92	187	163	143	290	73	48	146	156	168	310
Port Talbot	299	319	192	332	341	242	58	55	120	332	337	243
Southampton	4,927	4,255	979	5,722	5,014	1,292	2,144	1,930	849	5,474	4,824	1,208
Swansea	249	153	116	542	433	318	569	570	500	1,199	638	522
Tyne Ports	621	566	440	880	722	522	346	300	280	962	907	542
Glasgow	1,101	972	393	1,308	1,187	464	717	578	227	1,634	1,232	464
Grangemouth	493	473	391	587	640	491	372	528	456	564	887	677
Greenock	747	664	55	824	966	119	33	34	10	747	997	93
Leith	209	204	352	213	482	414	64	398	349	190	923	612
Belfast	723	736	519	750	782	582	181	118	167	822	572	385
Other Ports	2,920	2,438	5,814	3,954	3,357	7,464	1,675	1,685	4,442	4,030	3,890	7,800
TOTAL	42,871	43,265	25,430	50,431	52,202	31,165	21,088	21,773	19,039	50,088	51,493	31,121

Table 4. Coasting trade arrivals and departures at principal ports, January-April

Port	Arrived						Departed					
	With cargo			With cargo and in ballast			With cargo			With cargo and in ballast		
	1968 Thous. net tons	1969 Thous. net tons	Number of vessels	1968 Thous. net tons	1969 Thous. net tons	Number of vessels	1968 Thous. net tons	1969 Thous. net tons	Number of vessels	1968 Thous. net tons	1969 Thous. net tons	Number of vessels
Bristol	548	427	255	622	503	782	247	149	530	746	592	924
Cardiff	153	179	316	318	307	581	105	62	202	262	302	590
Cowes	443	654	2,939	1,037	1,439	6,437	422	612	2,654	1,033	1,436	6,440
Hull	345	308	116	495	360	230	161	69	135	550	428	345
Immingham	257	209	71	543	625	378	301	421	297	485	640	402
Lancaster	319	339	380	393	382	564	369	371	541	380	380	555
Liverpool	1,095	1,446	1,007	1,472	1,941	1,712	921	1,072	1,256	1,676	1,938	1,767
London	2,625	2,059	1,736	3,596	2,609	2,607	877	558	824	3,469	2,682	2,408
Manchester	43	37	60	85	83	140	24	20	29	76	105	138
Middlesbrough	168	28	82	503	481	453	160	455	319	373	536	449
Milford Haven	106	169	51	1,010	1,629	602	1,045	1,582	607	1,090	1,640	651
Portsmouth	143	126	552	1,001	984	4,042	36	31	275	978	961	4,043
Preston	398	412	652	433	426	681	381	397	618	456	446	724
Southampton	959	1,024	2,749	2,009	2,052	3,714	1,711	1,707	3,235	1,985	2,036	3,735
Sunderland	68	91	78	526	425	421	414	313	294	474	387	381
Swansea	81	114	143	678	825	1,453	455	592	1,089	520	637	1,238
Tyne Ports	223	222	44	1,233	1,163	669	772	594	487	1,135	997	658
Ardrossan	402	493	611	427	518	691	290	314	596	406	452	690
Glasgow	160	262	292	338	472	422	125	92	159	215	381	389
Greenock	603	437	874	730	508	936	559	474	791	739	544	959
Stranraer	459	524	423	464	528	427	459	523	409	564	527	425
Belfast	2,178	2,279	2,660	2,317	2,361	2,895	1,835	1,933	2,095	2,378	2,475	2,978
Other Ports	3,586	3,774	8,417	6,015	5,996	12,525	2,888	2,763	5,071	5,690	5,697	12,243
TOTAL	15,363	15,613	24,508	26,245	26,617	43,362	14,557	15,104	22,513	25,583	26,219	43,132

Table 5. Shipping movements at United Kingdom ports

		Arrived				Departed			
			Thousand Net Tons				Thousand Net Tons		
		Number of Vessels	Total	Common-wealth (†)	Foreign	Number of Vessels	Total	Common-wealth (†)	Foreign
COASTING TRADE – GREAT BRITAIN									
With cargo:	April 1968	5,527	3,349	2,768	581	5,331	3,173	2,619	554
	April 1969	5,539	3,346	2,807	539	5,306	3,508	2,826	682
	January-April 1968	21,414	12,907	10,636	2,271	20,722	12,614	10,414	2,200
	January-April 1969	21,351	13,074	10,529	2,545	20,133	13,078	10,382	2,696
In ballast:	April 1968	4,977	2,567	1,989	578	5,109	2,491	2,039	452
	April 1969	4,877	2,743	2,146	597	5,040	2,652	2,106	546
	January-April 1968	20,100	10,726	8,390	2,336	21,196	10,266	8,220	2,046
	January-April 1969	18,525	10,900	8,239	2,661	19,386	10,395	8,059	2,336
COASTING TRADE – UNITED KINGDOM									
With cargo:	April 1968	6,362	3,980	3,313	667	5,974	3,685	3,065	620
	April 1969	6,355	3,988	3,376	612	5,879	4,020	3,293	727
	January-April 1968	24,684	15,363	12,805	2,558	23,079	14,557	12,154	2,403
	January-April 1969	24,508	15,613	12,690	2,923	22,513	15,104	12,165	2,939
In ballast:	April 1968	5,066	2,647	2,064	583	5,444	2,666	2,180	486
	April 1969	4,955	2,763	2,159	604	5,370	2,817	2,223	594
	January-April 1968	20,390	10,881	8,517	2,364	22,553	11,025	8,831	2,194
	January-April 1969	18,854	11,005	8,303	2,702	20,619	11,116	8,572	2,544

(†) Commonwealth and Irish Republic.

WHOLESALE PRICE INDEX NUMBERS

Materials index falls in July

THE PROVISIONAL PRICE INDEX for basic materials and fuel used in manufacturing fell by ½ per cent in July, principally due to a reduction of 9 per cent in the price of imported tea. Prices of food and drink materials have fallen by 3.3 per cent since January, holding back the rise in the overall index to ½ per cent. Prices of materials and fuel used by manufacturing industries other than food, drink and tobacco levelled off in July, following a rise of 3 per cent in the previous six months. Increases in prices of lead (9 per cent higher than in June), rubber (5 per cent higher) and woodpulp (3 per cent higher) were offset by decreases for jute (6 per cent), copper (2 per cent) and wool (2 per cent).

The provisional index for home sales of manufactured products rose slightly in July, bringing the increase during the last six months to 1½ per cent.

Materials and fuel used by broad sectors of industry (Table 1)

As foreshadowed last month the incorporation of the steel price rise, which occurred in June, was expected to lead to revisions for that month in the index for materials and fuel used in the engineering industries. The index for mechanical engineering materials has been raised by ¾ per cent, and the steel price rise is a major factor in the revisions of ¾ per cent in electrical engineering materials and 1 per cent in electrical machinery materials.

The sharpest increase in materials and fuel prices in July was of 1½ per cent in the mechanical engineering sector. This again was mainly the effect of steel price increases which accounted for about two-thirds of the 2½ per cent increase in this index between May and July. There was a marked, though smaller, effect on the index numbers of electrical engineering and electrical machinery, but the direct effect of these increases on non-engineering sectors of manufacturing was negligible. The index for the paper industries rose over 1 per cent due to increased woodpulp prices. In two sectors decreases were recorded in July; the index for the food manufacturing industries fell ¾ per cent, mainly due to lower prices for tea, and that for the textile industries fell ½ per cent as a result of further decreases in the prices of wool, cotton and jute.

Output of broad sectors of industry – home sales (Table 2)

The index for the steel industries rose 5½ per cent between May and July. The index for mechanical engineering rose ½ per cent in July, bringing the increase since January to 2½ per cent, more than for any sector except steel. Index numbers for other sectors except textiles edged upwards.

Table 1. Price index numbers of materials purchased **1963 = 100**

1968 SIC		1968			1969		1968		1969						
		2nd qtr.	3rd qtr.	4th qtr.	1st qtr.	2nd qtr. p	July	Dec.	Jan.	Feb.	Mar.	Apr.	May	June p	July p
	MATERIALS PURCHASED BY MANUFACTURING INDUSTRY														
Orders III to XIX	Basic materials and fuel used in manufacturing industry:	116·4	116·1	118·3	119·6	120·3	116·1	119·0	119·7	119·5	119·5	120·0	120·2	120·8	120·4
	Basic materials	116·0	115·5	118·0	119·6	120·5	115·6	118·9	119·7	119·5	119·5	120·1	120·4	121·0	120·6
	†Fuel	119.6	119·7	119·9	119·9	119·8	119·6	119·9	119·9	119·9	119·9	119·8	119·8	119·8	119·8
Orders IV to XIX	Basic materials and fuel used in manufacturing industry, other than food, drink and tobacco manufacturing industries.	119·5	119·3	120·4	122·3	124·2	119·2	120·9	122·0	122·3	122·7	123·7	123·9	124·9	125·0
	Basic materials other than fuel	119·5	119·2	120·5	122·8	125·2	119·1	121·2	122·4	122·8	123·3	124·6	124·8	126·1	126·2
	MATERIALS AND FUEL PURCHASED BY SELECTED BROAD SECTORS OF INDUSTRY														
211-229	Food manufacturing industries	110·1	109·4	113·4	113·7	112·5	109·8	114·4	114·5	113·6	112·9	112·4	112·7	112·4	111·5
Order V	Chemicals and allied industries	115·6	114·7	114·6	115·2	116·2	114·7	114·7	114·8	115·3	115·5	115·9	116·2	116·5	117·0
311 and 312	Steel industries	114·3	114·2	114·6	115·3	115·5	114·1	115·0	115·3	115·3	115·4	115·4	115·4	115·8	116·1
Order VII (excluding MLH 342)	Mechanical engineering industries	116·6	116·4	117·2	120·0	122·5	116·3	118·0	118·8	120·2	120·9	121·9	122·2	123·5	125·4
Order IX	Electrical engineering industry	129·6	128·1	130·0	136·7	143·2	128·1	132·2	135·1	137·4	137·7	141·3	142·6	145·8	146·5
361	Electrical machinery industry	124·3	122·8	124·0	128·2	132·4	123·0	125·2	127·0	128·5	129·0	131·0	132·0	134·1	135·1
Orders XIII	Textile industries	102·2	102·6	104·3	103·7	104·3	102·4	103·5	104·0	103·6	103·5	104·2	104·7	104·1	103·5
Orders XV	Clothing and footwear industries	109·8	110·8	112·4	114·2	116·0	110·5	113·0	113·7	114·2	114·8	115·8	116·1	116·1	116·1
Order XVII	Timber industries	119·8	120·7	122·3	124·3	126·0	120·3	123·1	123·6	124·5	125·2	125·5	126·0	126·5	127·1
481-484	Paper industries	115·4	115·8	116·0	118·0	119·4	115·7	116·2	117·6	118·1	118·4	119·0	119·5	119·6	121·0
Order XX	Construction materials	114·7	114·9	115·6	116·6	118·1	115·0	115·9	116·0	116·7	117·1	117·5	118·0	118·7	119·3
Part of Order XX	House building materials	116·7	117·0	117·8	118·9	120·6	117·0	118·1	118·3	119·0	119·5	120·0	120·5	121·2	121·7

† Coal, gas and electricity. (Crude oil is included in basic materials used in manufacturing industry.)

NOTES ON WHOLESALE PRICE INDEX NUMBERS

(1) Detailed notes on index numbers of wholesale prices are published in the annual article. They were last shown in the *Board of Trade Journal* of February 21.

(2) The index numbers are constructed on a net sector basis. That is to say, the price movements used to compile the index for a particular sector of industry are only those relating to transactions between that sector and other sectors. Transactions between undertakings in the same sector are excluded. Thus index numbers for the whole of manufacturing industry are not weighted averages of sector index numbers.

(3) Correspondence about wholesale prices index numbers should be addressed to Statistics Division, Board of Trade, Room 620, Sanctuary Buildings, Great Smith Street, London, S.W.1. Telephone inquiries should be made to 01-222 7877, Ext. 3548 for index numbers, and Ext. 3411 for all other information.

Table 2. Price index numbers of output

1963 = 100

1968 SIC		1968			1969		1968		1969						
		2nd qtr.	3rd qtr.	4th qtr.	1st qtr.	2nd qtr. p	July	Dec.	Jan.	Feb.	Mar.	Apr.	May	June p	July p
	OUTPUT OF MANUFACTURED PRODUCTS														
Orders III to XIX	All manufactured products: Total sales	116·6	117·2	118·2	119·5	120·3	117·1	119·0	119·3	119·6	119·7	120·0	120·3	120·5	120·7
	Home sales	115·2	115·7	116·7	118·2	119·2	115·6	117·5	117·9	118·3	118·5	118·9	119·2	119·4	119·7
Orders IV to XIX	Products of manufacturing industries, other than food, drink and tobacco: Total sales	115·2	115·6	116·2	117·0	117·8	115·6	116·5	116·8	117·1	117·2	117·6	117·8	118·0	118·2
	Home sales	112·5	112·8	113·1	114·1	115·1	112·7	113·3	113·7	114·1	114·4	114·8	115·1	115·4	115·7
	OUTPUT OF SELECTED BROAD SECTORS TO INDUSTRY														
211-229	Products of the food manufacturing industries: Homes sales	114·4	115·1	115·7	117·0	118·0	115·1	116·1	116·7	117·1	117·3	117·6	117·9	118·4	118·6
Order V	Chemicals and allied industries: Total sales	108·1	108·6	108·6	109·0	109·4	108·4	108·8	109·0	109·0	108·9	109·6	109·1	109·4	109·6
	Home sales	105·7	105·7	105·5	105·7	105·9	105·7	105·4	105·5	105·6	105·8	106·1	105·6	106·0	106·4
311 and 312	Steel industries: Total sales	107·5	107·9	107·8	108·8	110·1	108·0	108·1	108·6	108·7	109·1	109·3	109·4	111·5	114·1
	Home sales	107·2	107·1	107·2	107·6	108·7	107·2	107·2	107·4	107·6	107·8	107·8	107·9	110·5	113·7
Orders VII to XII	Engineering and allied industries: Total sales	116·0	116·7	117·4	118·1	118·7	116·6	117·7	117·8	118·3	118·3	118·5	118·7	118·9	119·2
	Home sales	113·2	113·4	113·8	114·9	116·2	113·3	114·0	114·4	115·0	115·4	115·8	116·2	116·5	117·0
Order VII (excluding MLH 342)	Mechanical engineering: Home sales	115·1	115·4	115·8	117·2	118·7	115·4	116·0	116·6	117·3	117·8	118·3	118·6	119·1	119·6
Order IX	Electrical engineering: Home sales	112·8	112·2	112·8	113·7	115·0	112·3	112·8	113·1	113·8	114·3	114·6	115·1	115·3	115·6
Order XIII	Textile industries other than clothing: Total sales	108·2	109·0	110·3	111·6	112·6	108·9	111·2	111·1	111·7	112·1	112·4	112·6	112·8	112·8
	Home sales	107·2	108·0	109·2	110·4	111·3	107·8	109·8	110·2	110·4	110·7	111·1	111·4	111·5	111·5
Order XV	Clothing and footwear: Home sales	108·6	109·1	109·7	110·6	111·3	109·0	109·8	110·4	110·6	110·7	111·0	111·5	111·6	111·7
Order XVII	Timber industries: Home sales	118·9	119·4	119·7	121·3	122·2	119·1	119·9	120·7	121·4	121·8	122·1	122·3	122·3	122·4
481-484	Paper industries: Home sales	113·4	113·5	113·4	116·1	117·2	113·5	113·4	115·1	116·3	116·8	116·9	117·1	117·5	117·8
Order XX	New construction‡	118	120	120	123			120			123				

‡Index of building costs figures relate to average for the quarter.

Table 3 (a). Commodities produced in the United Kingdom

1963 = 100

1968 SIC		1968	1969			
		July	Jan.	May	June p	July p
101	Coal†	110·1	115·3	110·9	110·8	111·0
102/2	Slates	120·6	120·6	120·6	120·6	120·6
109/3	Salt	93·9	97·2	93·9	93·9	93·9
211	Flour	122·5	122·5	122·5	122·5	122·5
216	Sugar, refined	90·8	97·4	96·3	95·8	96·5
217	Chocolate and sugar confectionery	115·9	121·7	123·0	124·2	124·4
231	Beer	129·3	137·9	139·6	139·6	139·6
240	Tobacco and cigarettes	128·5	138·4	138·4	138·4	138·4
261/1	Hard coke	113·6	113·6	113·6	113·6	113·6
262	Motor spirit, standard grade (including duty).	132·3	141·8	146·5	146·5	146·5
262	Medium fuel oil (950 secs.)	114·1	113·5	111·6	111·6	109·9
263	Lubricating oils and greases	111·8	111·8	110·1	110·1	110·1
271	General chemicals	103·0	103·0	103·6	104·3	104·6
272	Pharmaceutical chemicals	93·8	93·2	94·1	94·2	94·5
272	Pharmaceutical preparations	95·9	95·0	94·6	94·7	94·6
273	Toilet preparations	121·5	121·8	123·0	123·0	124·0
274	Paint	104·6	104·8	104·8	104·8	104·8
275	Soap	117·0	117·2	119·5	122·1	122·7
275	Soapless detergents	102·6	103·2	103·3	105·2	106·0
276/1	Synthetic resins and plastics materials.	96·2	95·9	96·5	96·6	96·6
279/7	Photographic paper and films and photochemical materials.	117·3	117·5	118·4	118·4	118·4
311/2	Steel sheets	102·2	102·2	102·2	105·8	109·0
311/2	Tinplate	108·4	108·4	108·4	112·4	115·9
311/2	Other finished steels	107·5	107·6	108·4	110·8	114·0

†This index is based on prices ruling on the last day of the month.

(*Continued on next page*)

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WHOLESALE PRICE INDEX NUMBERS, *continued*

Table 3 (a) (*Continued*). Commodities produced in the United Kingdom

1963 = 100

1968 SIC		1968	1969			
		July	Jan.	May	June p	July p
312	Steel tubes	113·8	114·0	114·0	115·3	120·1
313/3 and 313/4	Iron castings	113·4	113·8	117·3	117·5	117·6
321	Aluminium and aluminium alloy products:					
	Rolled	129·3	129·3	134·8	134·8	134·8
	Extruded and drawn	126·6	126·6	134·3	134·3	134·3
	Castings	125·4	129·6	139·9	139·9	139·9
	Forgings	116·3	117·8	117·8	118·0	122·2
322	Brass ingot 65-35, B.S. 1400: B.3 delivered	184·1	229·8	242·4	244·4	241·1
353/1	Dental goods	125·7	125·9	125·7	125·4	124·9
365/1	Gramophone records, etc.	103·8	104·5	104·5	104·5	104·5
368	Domestic electrical appliances	104·3	104·2	104·2	104·2	104·0
391	Tools and implements	118·3	119·6	123·5	123·6	123·9
392	Cutlery, spoons and forks	118·1	118·7	119·0	119·0	119·8
	Cutlery (other than razors and razor blades).	122·2	123·1	123·1	123·1	123·1
	Spoons and forks	139·1	140·8	140·3	140·3	140·3
399/6	Domestic hollow-ware	137·2	137·7	143·9	144·0	145·7
399/7	Vats, tanks, cisterns and other industrial hollow-ware.	110·2	113·4	113·5	113·5	113·5
399/9	Domestic gas appliances	102·0	102·0	102·0	102·0	102·0
411	Man-made fibres	86·2	86·9	87·0	87·3	87·5
412, 414/5 and 415	Man-made fibres yarns	99·9	101·7	102·1	102·3	102·3
412/1	Cotton and cotton mixture yarns.	130·7	135·2	135·2	135·8	..
413/1	Cotton cloth	123·8	129·3	132·5	133·1	..
413/5	Man-made fibres fabrics	106·3	107·7	108·2	108·3	108·3
413/6	Linen	122·4	124·1	125·1	125·1	125·1
414/1	Wool tops	85·1	85·7	88·0	87·6	86·8
414/2	Worsted yarns	97·3	98·2	101·2	101·4	100·6
414/5	Woollen fabric	109·9	111·3	113·4	113·8	113·8
415/1	Jute yarn	135·5	154·7	155·8	155·8	155·8
415/2	Jute piece-goods	135·9	147·0	147·0	147·0	147·0
416	Rope, twine and net	95·5	97·2	98·5	98·8	98·7
417	Hosiery and other knitted goods.	97·6	98·2	99·0	99·0	99·3
419	Carpets and rugs	109·7	113·8	114·1	114·1	114·1
422/2	Canvas goods and sacks	105·8	113·5	109·4	107·5	107·5
431/1	Leather for footwear	124·0	133·6	141·2	138·7	..
432/1	Travel goods	114·8	117·5	118·1	119·0	119·5
441-449	Made-up clothing	108·6	110·3	111·2	111·3	111·4
441	Weatherproof outerwear	105·4	105·9	106·5	106·5	106·9
442	Men's and boys' tailored outerwear.	107·4	108·3	109·5	109·5	109·5
443	Women's and girls' tailored outerwear.	112·0	112·5	113·6	113·6	113·6
445/1	Women's and girls' light outerwear.	110·9	114·1	114·4	114·4	114·4
450	Footwear	109·7	110·3	111·9	112·0	112·0
461/1	Refractory goods, including bricks.	112·9	113·1	115·4	117·2	119·2
461/2	Non-refractory goods, including bricks.	110·0	110·0	111·6	111·7	112·8
	Building bricks, fletton, common, *delivered*	112·5	112·5	116·2	116·2	116·2
	Building bricks, common other than fletton, *ex-works*.	120·3	118·7	119·5	120·0	120·8
462/1	Pottery, electrical ware	113·2	113·2	115·3	115·3	115·3
462/3	Domestic china and earthenware.	124·4	125·3	126·8	127·5	129·2
463/1	Glass (other than containers)	110·7	110·9	112·1	112·4	112·6
463/2	Glass containers	112·9	109·6	113·1	113·1	113·1
464	Cement, delivered	109·0	109·0	109·0	109·0	109·0
469/1	Abrasive paper and cloth	113·8	113·8	113·8	118·3	120·2
469/2	Cast stone and east concrete products.	110·6	110·6	110·7	110·7	110·7
471/1	Home-grown hardwood, sawn	107·9	110·8	111·7	111·7	113·6
471/2	Building joinery	125·3	125·7	127·9	128·0	128·0
472	Domestic furniture	117·7	120·0	120·8	120·8	120·8
473	Bedding, etc.	115·4	117·7	119·2	119·2	119·7
475/2	Wooden boxes, packing cases, crates, etc.	119·0	120·0	122·0	122·0	122·0
481	Paper and board	113·4	115·1	116·0	116·4	117·3
482/1	Cardboard boxes, carton and fibreboard packing cases.	114·3	118·8	121·6	122·6	122·6
482/2	Packaging products of paper etc.	114·2	113·1	113·8	113·7	113·7
	Paper bags	106·5	111·2	112·0	111·8	111·8
483	Manufactured stationery	114·5	114·6	119·2	119·2	119·3
484/1	Wallpaper	130·6	124·2	124·2	124·2	124·2
491/1	Rubber tyres and tubes	105·4	105·4	112·1	112·2	112·3
491/2	Rubber goods (other than tyres and tubes).	108·6	110·0	112·8	113·6	113·9
492	Linoleum and felt base	129·7	129·7	129·7	129·7	129·7
493	Brushes and brooms	111·0	114·2	115·0	115·0	115·0
494/1	Toys and games	114·9	117·2	119·0	119·0	119·0
494/2	Perambulators, etc.	112·8	117·3	120·9	121·1	121·2
494/3	Sports equipment	111·1	111·7	113·0	113·0	113·0
495/1	Pens and pencils	113·2	114·2	114·5	114·5	114·6
495/2	Other stationers' goods	112·0	112·9	115·0	115·0	115·0
496	Plastics products	90·4	92·0	93·6	93·6	93·7

Monthly Digest of Statistics

Prepared by the Central Statistical Office in collaboration with the Statistics Division of Government Departments, this digest is designed to provide industrialists and business executives with invaluable statistics relating to the economic situation in the United Kingdom. It contains a regular series of detailed statistics on a wide range of subjects which include the following:

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HMSO

Table 3 (b). Commodities wholly or partly imported into the United Kingdom **1963 = 100**

	1968	1969			
	July	Jan.	May	June	July
Hides and skins	130·2	148·1	168·9	161·5	..
Imported	123·2	141·9	163·9	152·4	..
Native	139·8	156·6	175·7	173·9	169·7
Non-ferrous metals:					
Aluminium, virgin ingot, delivered	131·5	133·4	136·7	136·7	136·7
Copper, ex-ship, wharf or warehouse†	190·4	226·8	251·5	267·8	262·6
Lead, ex-ship, wharf or warehouse†	164·8	169·5	185·6	190·4	207·4
Nickel, refined, delivered	140·5	152·7	153·6	153·6	153·6
Tin, ingot, min. 99·75% settlement price†	143·0	150·2	156·1	157·2	160·0
Zinc, ex-ship, wharf or warehouse †	146·4	145·4	153·6	155·0	156·3
Oil, resins and gums:					
Linseed oil, crude, Argentinian	127·3	138·2	125·0	124·9	134·6
Palm oil, c.i.f., in bulk	94·7	86·5	91·5	90·8	89·1
Whale oil, crude	147·3	131·4	131·4	131·4	140·1
Pyrites, c.i.f., United Kingdom ports	146·8	161·4	156·5	156·5	..
Natural rubber	86·7	94·9	110·4	111·5	116·7 p
Sulphur, crude (for acid making), c.i.f.	216·6	205·5	205·5	205·5	..
Textiles:					
Coir yarn, c.i.f. United Kingdom ports	112·6	119·5	123·1	122·7 p	122·1 p
Cotton, raw	111·2	105·0	106·2	104·9	103·8 p
Jute, raw, PWC grades, c.i.f. Dundee	145·4	175·1	177·5	175·0	161·9
Jute, raw, PWB grades, c.i.f. Dundee	133·9	158·9	160·3	157·3	148·4
Silk, raw, delivered mill	132·5	131·0	133·0	135·7	135·8
Sisal, East Africa, No. 1 Grade, c.i.f. London	54·3	56·0	52·3	52·1	51·6
Wool, raw	85·3	86·1	85·8	84·7	83·4 p
Crossbred, medium and coarse, c.i.f. IK	67·6	70·6	71·9	71·1	71·1 p
Crossbred, fine, c.i.f. UK	88·2	87·7	86·0	84·4	83·4 p
Merino, c.i.f. UK	98·8	97·6	95·9	94·0	91·5 p
Timber:					
Imported hardwood (ex-yard or wharf)	126·1	129·5	133·1	133·6	133·8 p
Imported plywood (delivered to consumers)	125·8	131·8	134·2	134·2	134·2 p
Imported softwood (delivered to consumers)	126·0	130·0	131·9	132·5	132·8 p
Woodpulp, imported	119·2	122·6	124·0	124·0	127·8

†L.M.E. means of buyers' and sellers' prices at close of morning session.

(Chart on next page)

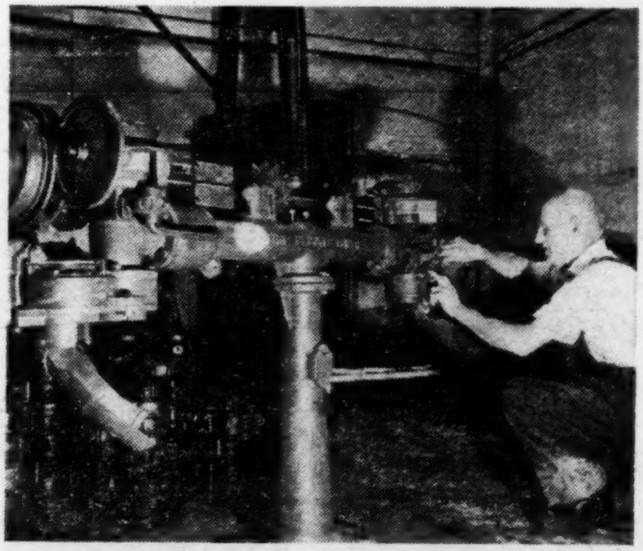
INDEX NUMBERS OF WHOLESALE PRICES:

The index numbers of wholesale prices relating to 1963 = 100 *supersede those previously published on the base* 1954 = 100. *For the convenience of those who use the index numbers in long-term contracts to take account of changes in the cost sof materials, the Board of Trade will continue to publish indices relating to materials used in broad sectors of industry on the base* 1954 = 100 *until December* 1971. *From January* 1969 *the index numbers in the accompanying table have been given the month to month movements of the equivalent index in the* 1963 = 100 *Series. For users of other* 1954 *based index numbers who wish to continue the series in this way, conversion factors will be provided on request.*

Price index numbers of materials purchased **1954 = 100**

1958 SIC		1969		
		May	June p	July p
	MATERIALS PURCHASED BY MANUFACTURING INDUSTRY			
Orders III to XVI	Basic materials and fuel used in manufacturing industry	123·1	123·7	123·3
	Basic materials	118·5	119·2	118·8
	Fuel	158·9	158·9	158·9
Orders IV to XVI	Basic materials and fuel used in manufacturing industry, other than food, drink and tobacco manufacturing industries.	127·1	128·2	128·2
	Basic materials other than fuel	121·6	122·8	122·8
	MATERIALS AND FUEL PURCHASED BY SELECTED BROAD SECTORS OF INDUSTRY			
211 to 229	Food manufacturing industries	114·7	114·3	113·4
263 to 277	Chemicals and allied industries†	124·8	125·1	125·7
331 to 349 excluding 312)	Mechanical engineering industries	161·4	163·2	165·7
361	Electrical machinery industry	159·1	161·7	162·9
Order X	Textile industries	101·8	101·3	100·7
Order XIV	Timber industry	139·5	140·1	140·8
481 to 483	Paper industries	126·3	126·3	127·9
Order XVII	Constructional materials	144·5	145·4	146·2
Part of Order XVII	House building materials	147·9	148·7	149·3

(Continued on next page)



One of several rope coilers which are being exported to the New Brunswick, Nova Scotia and Newfoundland fishing fleets for seine fishing, is checked at the Beccles works of Elliott and Garrood.

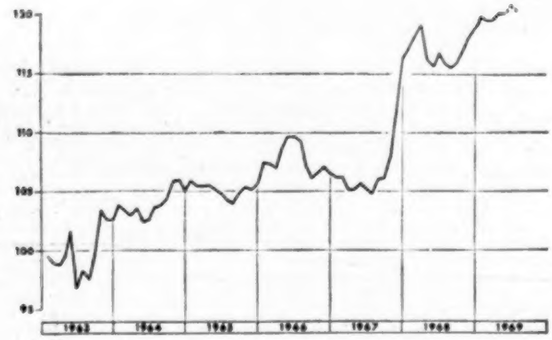
OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms are published each week in the Board of Trade Journal *under the heading 'Information for Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Services Branch of the Board of Trade.*

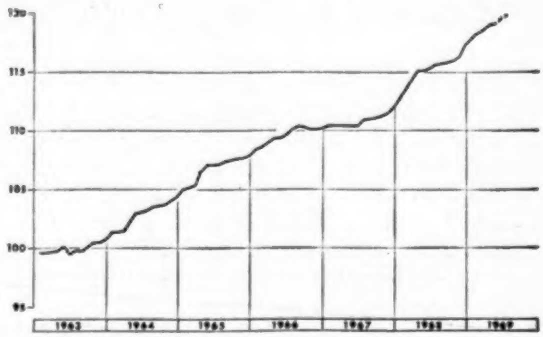
WHOLESALE PRICES INDEX NUMBERS 1963 = 100

ALL MANUFACTURING INDUSTRY

MATERIALS AND FUEL USED

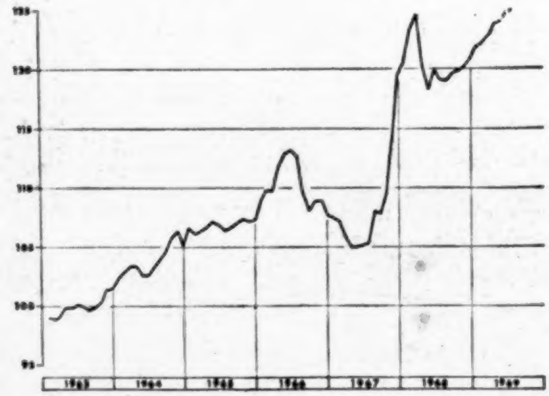


OUTPUT (HOME MARKET)



MANUFACTURING INDUSTRY (OTHER THAN FOOD, DRINK AND TOBACCO)

MATERIALS AND FUEL USED



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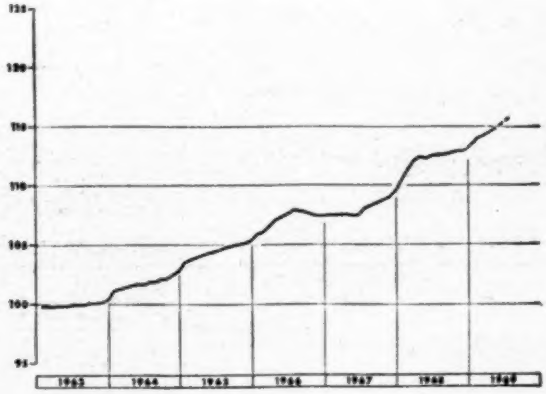
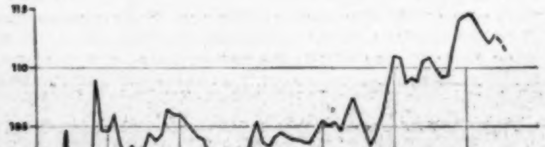


FOOD MANUFACTURING INDUSTRY

MATERIALS AND FUEL USED



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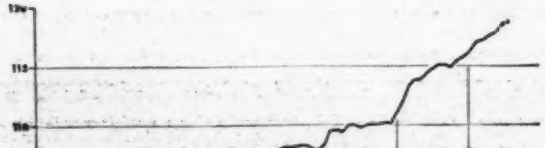

Exhibitions and Fairs

Sotheby's to hold art auction in Tokyo

AN AUCTION sale which will include impressionist and modern paintings and oriental art will be staged by Sotheby's in Tokyo's Mitsukoshi department store during British Week, September 26 to October 5. The sales will be held on October 1, 2 and 3. On the first day, antiquities and continental pottery will be featured followed by decorative paintings. On the second day, oriental art will be auctioned followed by arms and armour, and on the third day, impressionist art. In all, there will be 108 pictures in the sale with a total value in excess of £500,000.

Included in the sale are works by Monet, Sisley, Dufy and Cezanne. There will also be examples of the work of Renoir including 'Andree Assise' which was Somerset Maugham's favourite picture and was sold in his sale at Sotheby's in 1962 for £9,000; a group of Nabis portraits; two Bonnard oils; and drawings by Fougita. There are two pictures by Chagall; a flower painting and a landscape by Vlaminck; and two by Van Donegen. There are also a number of works by Rouault; Braques 'Birds' (1961); and an important Courbet, 'Portrait of Countess Karoly' (1865). Sculpture includes works by Rodin, Maillol, Renoir and Bourdelle.

In the sale of oriental art, the highlight is a 16th century Ming vase made in the 'Kinrande' style. This will be of special importance to the Japanese because although it is a Chinese piece it is in the Japanese style. Such pieces are known to be in great demand and this one is in perfect condition.

Another London auctioneer, Christie's, staged a highly successful sale at Tokyo's Bijutsu (Arts) Club in May this year. The sale, held in co-operation with the Tokyo Art Dealer's Association, realized a total figure of £812,652.

Eight students and a teacher left Tokyo by a BOAC plane on July 31 for a round-the-world tour. They were winners of an essay contest with theme 'What I would Like to See Britain' under the sponsorship of Obunsha Publishing Company, in association with the forthcoming British Week in Tokyo. The students were to be guests of the British Travel Association for 10 days in Britain. Seeing the students off at the airport was R. W. Irving, Deputy Director of the British Week Office of the British Embassy.

British jewellery in New York

A report from the Commercial Department, British Consulate-General, New York

FORTY-NINE BRITISH JEWELLERS, stone dealers and silversmiths brought their latest designs and finest craftsmanship to the Americana Hotel in New York recently when they took part in the 1969 International Jewelry Trade Fair and Convention from August 3-6.

While the United States jewellery trade in general appears to have been affected by the credit squeeze, most of the British exhibitors reported satisfaction with the amount of business they had done and several were outstandingly successful. It was significant that several of those firms for which it was the third or fourth visit did particularly well. All agreed that it takes time and persistence to understand and meet the needs of the United States market but the potential rewards justify the effort.

Those firms which showed genuine antique and particularly Victorian jewellery again found that the demand exceeded the supply and in most cases they were able to sell their entire stock. The interest in reproduction antique jewellery was also found to be growing and several firms reported very satisfactory business.

Contemporary design was well represented by a number of participants. One firm which offered a completely co-ordinated range of jewellery for men and women including engagement rings with matching wedding bands, bracelets, bill clips, tie slides and pins reported outstanding success with the line.

Prices on the whole met with little resistance although some firms reported that the quality of their lines appeared to be almost 'too good for the market'. The silversmiths, in particular, had a disappointing response and it is doubtful that this show, which is aimed at the volume retail jeweller, is the right outlet for fine hand-made sterling silver which requires selective selling. Firms offering the type of silver plate which falls into the giftware market, however, such as tankards, bar accessories and men's gift items, found a ready market for their merchandise.

From left to right: Mr. Alastair Maitland, Director-General of Trade Development at the British Consulate-General in New York, and Mr. F. W. Bibb, Director-General, British Jewellers' Association, examining a silver candlestick shown by Mr. K. W. Grimsley, of Joseph Gloster Ltd., Birmingham. The candlestick was shown during the National Jewellery Trade Show in New York.

Dealers in precious and semi-precious stones were particularly pleased with their results – one firm reported a great interest in opals, a stone which appears to have swept back into fashion after being out of favour for 30 years.

The British Exhibition included an information desk manned by Mr. F. W. Bibb, and Miss Jean Murphy of the British Jewellers' Association. Publicity for the group and for British jewellery was provided by *Britannia*, the official export journal of the BJA. Over 4,000 copies of this publication were distributed to jewellery buyers throughout the United States. Television coverage was arranged by BIS and included an interview programme 'Market Observer' in which Jean Murphy talked about British jewellery and in particular Victorian jewellery and its increasing value.

The exhibition was organized by the British Jewellers' Association and the Board of Trade under the joint venture scheme.

Exact figures on the total volume of orders booked at the show are not yet available but it is hoped that they will at least equal those of last year.

OVERSEAS COMMERCIAL POSTS

Over 200 official commercial posts in all the main centres of world trade are at the service of the United Kingdom exporter. A full list of their addresses is given on pages i-viii of June 18 issue.

Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

Tunisia and Poland

THE TUNISIAN *Journal Officiel* of June 20-27, 1969 published details of the trade agreement of 1964 between Tunisia and Poland as it applies for 1969. Details relating to quota arrangements can be obtained from Export Services Branch, Board of Trade, Room E57, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 466, 467, 482), to whom all further inquiries should be addressed.

Tunisia and Norway

THE TUNISIAN *Journal Officiel* of June 6-10, 1969 announced the renewal for a further year from April 1 of the Trade Agreement of 1960 between Tunisia and Norway. Quotas under the agreement remain unchanged compared with the previous year (see *Board of Trade Journal* of June 28, 1968).

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E53, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 458, 459 or 461).

Tunisia and the Democratic Republic of the Congo (Kinshasa)

THE TUNISIAN *Journal Officiel* of June 6-10, 1969 announced the renewal for a further year from May 30 of the Trade Agreement of 1964 between Tunisia and the Democratic Republic of the Congo (Kinshasa). Quotas under the agreement remain unchanged, compared with the previous year and all imports will be made 'according to need' (see *Board of Trade Journal* of September 6, 1968).

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 408, 423 or 288).

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Mr. M. Kasim, Guyana's Minister of Communications, signs a £3 million contract awarded to The General Electric Co. Ltd. of England for a nationwide telecommunications network. Other signatories present were (from left to right) Mr. J. A. M. Proctor, chairman ot The Guyana Telecommunication Corporation; Mr. T. C. Vace, GEC-AEI Telecommunications Ltd.; and Mr. D. I. G. Thompson, Bookers Stores Ltd., GEC's representative in Guyana.

France and Bulgaria

INFORMATION about the agreement for the development of economic and industrial co-operation between France and Bulgaria, signed in Paris on July 10, 1968, appeared in the French *Journal Officiel* of July 30, 1969.

The agreement covers a wide range of industrial co-operation both in raw materials and manufactured products, also the exchange of equipment and installations for the co-production of goods under a single trade mark; and their marketing in the two countries concerned in the agreement and in the third countries. The agreement is of indefinite duration but can be rescinded at six months' notice by either of the signatories.

Inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423, 408, 288), where the full French text may be seen (Reference CRE 27292/G).

Hints to Businessmen booklets

REVISED EDITIONS of the booklets on Finland and Ivory Coast have been published in the 'Hints to Business Men' series.

British businessmen who intend visiting these countries on export business can obtain copies of the booklets on application to Export Services Branch, Board of Trade, Room C07, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7146), or to any Regional Office of the Board of Trade, or on personal application to the Export Information Centre, Board of Trade, 50 Ludgate Hill, London, E.C.4.

Opportunities for exporters—calls for tender

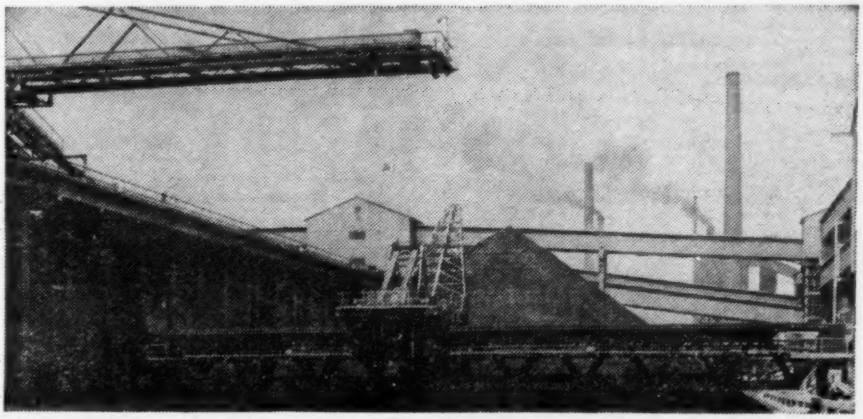
Brief details are given below of some Calls for Tender reported in recent issues of the **Export Service Bulletin.**† *Copies of the Bulletins, which contained the original notices, and photo-copies of drawings, specifications (where available) may be purchased by British firms.*

Orders for Bulletins (2s. each) and specifications, etc. (the price of these varies – see individual notices) must be accompanied by a remittance for the correct amount in the form of a cheque or posta order (not postage stamps) made payable to the Principal Accountant, Board of Trade and should state the country, commodity and reference number. However, firms which have opened Deposit Accounts with Export Services Branch, Board of Trade, may order Bulletins or photocopies by telephone, telex or letter unaccompanied by a remittance.

Note: *An asterisk in the text indicates that documents may be borrowed.*

The date given in the announcement is the last date for the receipt of bids.

All inquiries should be addressed to the Editor, **Export Service Bulletin,** *Board of Trade, Room H19, Hillgate House, 35 Old Bailey, London, E.C.4 (Telephone: 01-248 5757, Extns. 404, 7003 and 406 (Deposit Accounts), Telex: 886143, Answer Back BOTHILLGATE LDN. Telegram: EXSERBRA).*



One of two Robins rotary bucket wheel reclaiming machines supplied by the Fraser & Chalmers Division of GEC-Elliott Mechanical Handling Limited (part of GEC-Elliott Automation Limited), under a contract valued at approximately £350,000 from Huntington Heberlein, a division of Simon-Carves Limited, and now in commission at the steelworks of Altos Hornoz de Vizcaya SA in Northern Spain blending coarse and fine ores respectively.

ALGERIA

Bulletin 154/69

LA PHARMACIE CENTRALE ALGERIENNE:

*2s. (In French). **Liver Extract.** September 10. E.S.B. 33524/69/J.

*2s. (In French). **Drop-Tube Bottles.** September 5. E.S.B. 33520/69/J.

*2s. (In French). **Glycerine.** September 5. E.S.B. 33521/69/J.

*2s. (In French). **Tetracycline Chlorhydrate.** September 10. E.S.B. 33523/69/J.

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*2s. (In French). **Sulphaguanidine.** September 10. E.S.B. 33522/69/J.

*2s. (In French). **Bismuth Sub-Nitrate.** September 10. E.S.B. 33525/69/J.

ARGENTINA

Bulletin 157/69

EL-CHOCON-CERROS COLORADOS, COMPLEX.:

*1s. (Press Notice in Spanish). **Spillway Gates and Equipment; Crane.** December 1. E.S.B. 34034/69/J.

AUSTRALIA

Bulletin 153/69

POSTMASTER-GENERAL'S DEPARTMENT:

Time Switches. September 16. E.S.B. 33335/69/J.

Announcing Machines. September 11. E.S.B. 33334/69/J.

VICTORIAN RAILWAYS:

Circuit Breakers. September 3. E.S.B. 33322/69/J.

ELECTRICITY COMMISSION OF NEW SOUTH WALES:

*81s. **Transformers.** September 1. E.S.B. 33321/69/J.

DEPARTMENT OF SHIPPING AND TRANSPORT:

*15s. **Bouy Lanterns.** (Further Information.) E.S.B. 32417/69/J.

COMMONWEALTH SCIENTIFIC AND INDUSTRIAL RESEARCH ORGANIZATION:

*7s. **Press.** (Further Information.) E.S.B. 32154/69/J.

Bulletin 154/69

STATE ELECTRICITY COMMISSION OF VICTORIA:

*71s. **Alarm Indication Equipment.** September 29. E.S.B. 33385/69/J.

*113s. **Cranes, Hoists.** (Further Information.) E.S.B. 32155/69/J.

MELBOURNE CITY COUNCIL:

*58s. **Switchgear.** (Further Information.) E.S.B. 32421/69/J.

SCIENTIFIC AND INDUSTRIAL RESEARCH ORGANIZATION:

*10s. **Computer.** September 29. E.S.B. 33389/69/J.

NATIONAL CAPITAL DEVELOPMENT COMMISSION:

Lift Services. September 9. E.S.B. 33398/69/J.

Heating, Ventilating and Air Conditioning Equipment. September 9. E.S.B. 33396/69/J.

Electrical Services. September 9. E.S.B. 33397/69/J.

Bulletin 156/69

CLUTHA DEVELOPMENT CO.:

Construction of Inclined Drifts in Coal Mine. September 15. E.S.B. 33727/69/J.

BRAZIL

Bulletin 155/69

CENTRAIS ELECTRICAS DO SUL DO BRAZIL, S.A.:

*10s. (In Portuguese.) **Power Plant. Equipment.** (Prequalification.) September 10. E.S.B. 33792/69/J.

Bulletin 156/69

INSTITUTO NACIONAL DE PREVIDENCIA SOCIAL:

*11s. (In Portuguese.) **Giro-Nistagmograph.** September 9. E.S.B. 33737/69/J.

CENTRAL ELECTRICA DE FURNAS S.A.:

*3s. (Notice.) **Generators.** (Pre-qualification.) E.S.B. 33736/69/J.

CANADA

Bulletin 154/69

MANITOBA HYDRO:

*58s. **Transformers.** September 10. E.S.B. 33317/69/J.

CEYLON

Bulletin 153/69

DEPARTMENT OF HEALTH:

Sterilizers. September 23. E.S.B. 33324/69/J.

Bulletin 154/69

DIRECTORATE OF WATER SUPPLY, DRAINAGE AND LOCAL GOVERNMENT WORKS:

Water Supply Scheme. October 7. E.S.B. 33327/69/J.

Bulletin 156/69

ASSOCIATED MOTORWAYS LTD.:

*11s. **Chemicals, Battery Manufacturing Materials, PVC Compounds.** September 30. E.S.B. 33740/69/J.

Bulletin 157/69

MINISTRY OF LAND, IRRIGATION AND POWER:

Construction of a Sugar Plantation Factories. September 30. E.S.B. 32164/69/J.

CHILE

Bulletin 156/69

EMPRESA NACIONAL DE ELECTRICIDAD, SA:

*343s. **Electrical/Engineering Project.** December 2. E.S.B. 33741/69/J.

COLOMBIA

Bulletin 154/69

INSTITUTO COLOMBIANO DE LA REFORMA AGRARIA:

Dam Equipment. September 8. E.S.B. 33319/69/J.

Bulletin 155/69

EMPRESA DE ENERGIA ELECTRICA DE BOGOTA:

Transmission Towers and Accessories. September 15. E.S.B. 33582/69/J.

Bulletin 157/69

EMPRESAS PUBLICAS DE MEDELLIN:

Water Valves. September 22. E.S.B. 34014/69/J.

CORPORACION AUTONOMA REGIONAL DEL CAUCA (CVC):

Power Substation. September 10. E.S.B. 34015/69/J.

COSTA RICA

Bulletin 156/69

INSTITUTO NACIONAL DE SEGUROS:

*1s. (In Spanish.) **Fire and Suction Hose.** September 3. E.S.B. 33768/69/J.

INSTITUTO COSTARRICENSE DE ELECTRICIDAD:

*2s. (In Spanish.) **Rail Car Chassis.** September 25. E.S.B. 33770/69/J.

(*Continued on next page*)

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†*The* **Export Service Bulletin** *which is available only to individuals resident and firms registered and carrying on business in the United Kingdom, is a 'must' for exporters. A week's issues (it is published daily from Monday to Friday) may contain as many as 500 calls for tender, in addition to numerous inquiries from foreign firms for British goods, offers to represent British companies in overseas markets, reports on foreign markets for selected products, etc. Each quarter an issue entitled 'World Economic Comments', summarizes the economic conditions in more than 100 countries. Special supplements devoted to particular countries are also published from time to time. A year's subscription, which covers all issues, costs only £10 10s.*

If you would like a specimen copy get in touch with the Editor, **Export Services Bulletin,** *Board of Trade, Room 1124, Hillgate House, 35 Old Bailey, 7053, Telex: 886143, Answer Back BOTHILLGATE LDN, Telegram: EXSERBRA), mentioning the products or countries of special interest to you.*

OPPORTUNITIES FOR EXPORTERS, *continued*

CYPRUS

Bulletin 155/69

CYPRUS TELECOMMUNICATIONS AUTHORITY:

*2s. **Omnidirectional Antenna.** September 19. E.S.B. 33726/69/J.

Bulletin 156/69

FIRE BRIGADE HEADQUARTERS:

*2s. **Fire Service Vehicles.** September 6. E.S.B. 33738/69/J.

DAHOMEY

Bulletin 157/69

DIRECTEUR DU PORT AUTONOME DE COTONOU:

*1s. (In French.) **Constructional Project.** October 10. E.S.B. 34006/69/J.

GREECE

Bulletin 154/69

MINISTRY OF TRADE:

*6s. **Food Heating Tables, Mortuary Tables.** September 1. E.S.B. 33307/69/J.

*6s. **Projectors, Photocopying Machines.** September 3. E.S.B. 33309/69/J.

*8s. **Workshop Equipment.** September 3. E.S.B. 33310/69/J.

*5s. **Laboratory Supplies.** September 3. E.S.B. 33311/69/J.

PUBLIC POWER CORPORATION:

Transformers. September 25. E.S.B. 33313/3/69J.

Bulletin 155/69

MINISTRY OF TRADE:

*8s. **Laboratory Equipment.** September 5. E.S.B. 33536/69/J.

Bulletin 156/69

*6s. **Power Driven Sieves; Bag Sewing Machines.** September 3. E.S.B. 33312/69/J.

*6s. **Dental Instruments.** September 1. E.S.B. 33760/69/J.

*11s. **Photographic and Photocopying Equipment.** September 5. E.S.B. 33765/69/J.

*7s. **Photographic Apparatus and Equipment.** September 12. E.S.B. 33757/69/J.

*6s. **Fuel Pump Motors, Lifting Machine. Hydraulic Presses.** September 12. E.S.B. 33767/69/J.

*2s. **Insulating Tapes.** September 10. E.S.B. 33766/69/J.

*11s. **Agricultural Laboratory Instruments.** September 5. E.S.B. 33758/69/J.

*4s. **Magnetic Tapes, Carbon Ribbons.** September 5. E.S.B. 33755/69/J.

*11s. **Microscopes.** September 8. E.S.B. 33761/69/J.

*11s. **Laboratory Equipment.** September 10. E.S.B. 33762/69/J.

*9s. **Balances, Scales.** September 12. E.S.B. 33763/69/J.

GUATEMALA

Bulletin 154/69

INSTITUTO NACIONAL DE ELECTRIFICACION:

*5s. (In Spanish.) **Electric Meters, Sockets.** September 8. E.S.B. 33318/69/J.

INDIA

Bulletin 153/69

DIRECTORATE GENERAL OF SUPPLIES AND DISPOSALS:

*32s. **Grinding Machine.** (Further Information.) E.S.B. 32169/J.

*28s. **Varnishing Plant.** (Further Information.) E.S.B. 32170/69/J.

RAILWAY BOARD:

*20s. **Railway Wheel.** (Further Information.) E.S.B. 32547/69/J.

Bulletin 154/69

COMMISSIONERS FOR THE PORT OF CALCUTTA:

***Unloading Equipment.** (This eqtipment will be obtained locally.) E.S.B. 32166/69/J.

HINDUSTAN COPPER LTD.:

*31s. **Isodynamic Magnetic Separator.** (Further Information.) E.S.B. 31955/69/J.

*31s. **Resistivity Unit.** (Further Information.) E.S.B. 31953/69/J.

*32s. **Altimeter Barometers.** (Further Information.) E.S.B. 31952/69/J.

*31s. **Theodolites.** (Further Information.) E.S.B. 31956/69/J.

*33s. **Electromagnetic Unit.** (Further Information.) E.S.B. 31954/69/J.

Bulletin 155/69

INTEGRAL COACH FACTORY:

***Roller Bearings.** September 23. E.S.B. 33581/69/J.

Bulletin 156/69

RAJASTHAN STATE ELECTRICITY BOARD:

Distribution Transformers. (Foreign bids are no longer necessary.) E.S.B. 32168/69/J.

HINDUSTAN SHIPYARD LTD.:

Hydraulic Water Pump. September 24. E.S.B. 33742/69/J.

Transformers. September 29. E.S.B. 33743/69/J.

BHABHA ATOMIC RESEARCH CENTRE:

*5s. **Pressure Gauge Indicators.** (Further Information.) E.S.B. 33221/69/J.

*4s. **Steel Plates and Sheets.** (Further Information.) E.S.B. 32956/69/J.

*4s. **Pumps.** September 2. E.S.B. 34181/69/J.

DAMODAR VALLEY CORPORATION:

*91s. **Transformers.** (Further Information.) E.S.B. 30442/69/J.

MAHARASHTRA INDUSTRIAL DEVELOPMENT CORPORATION:

Pre-stressed Concrete Pipe. Closing date postponed to September 17. (Further Information.) E.S.B. 25890/69/J.

PUBLIC WORKS DEPARTMENT:

***Pumping Plant.** (Further Information.) E.S.B. 30453/69/J.

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HINDUSTAN CABLES LTD.:

*36s. **Boiler.** September 2. E.S.B. 33789/69/J.

*21s. **Supply Stand.** September 2. E.S.B. 33790/69/J.

*36s. **Rectifiers.** September 2. E.S.B. 33791/69/J.

*19s. **Switchboard.** September 2. E.S.B. 34001/69/J.

UP STATE ELECTRICITY BOARD:

*27s. **Isolators.** September 27. E.S.B. 33550/69J.

MAJOR IRRIGATION PROJECTS:

Construction of Dam. September 9 and 10. E.S.B. 33747/69/J.

CENTRAL RAILWAY:

Rectifier Sets. October 13. E.S.B. 33777/69/J.

HINDUSTAN SHIPYARDS LTD.:

*36s. **Steel Stern Frames for Ships.** (Further Information.) E.S.B. 31973/69/J.

BHABHA ATOMIC RESEARCH CENTRE:

Stainless Steel Cable Seals. September 10. E.S.B. 34003/69/J.

Pipe Heating Tapes. September 5. E.S.B. 34005/69/J.

Butterfly Valves. September 16. E.S.B. 34008/69/J.

Steel Tubular Poles. September 4. E.S.B. 34004/69/J.

IRAN

Bulletin 153/69

IRANIAN STATE RAILWAYS:

*37s. **Telecommunication Equipment.** October 11. E.S.B. 33209/69/J.

*13s. **Telephone Cable.** (Further Information.) E.S.B. 32529/69/J.

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*9s. **Pipes.** October 6. E.S.B. 33786/69/J.

IRAQ

Bulletin 153/69

MINISTRY OF FINANCE:

*7s. **Pharmaceuticals.** (Further Information.) E.S.B. 33234/69/J.

MINISTRY OF DEFENCE:

***Antibiotics, Chemicals, Laboratory Equipment.** (Further Information.) E.S.B. 33280/69/J.

Bulletin 154/69

Processing Plant Extension Works. October 26. E.S.B. 33634/69/J.

JORDAN

Bulletin 154/69

ZERKA MUNICIPALITY:

Consultancy Services. (Further Information.) E.S.B. 21590/69/J.

KUWAIT

Bulletin 157/69

MINISTRY OF ELECTRICITY AND WATER:

*28s. **Transformers.** September 21. E.S.B. 34027/69/J.

MINISTRY OF POSTS, TELEGRAPHS AND TELEPHONES:

***Radio System.** October 5. E.S.B. 34028/69/J.

*18s. **Jointing Materials.** October 5. E.S.B. 34029/69/J.

*14s. **Telephone Overhead Line Materials.** October 7. E.S.B. 34030/69/J.

LEBANON

Bulletin 155/69

L'OFFICE NATIONAL DE LITANI:

*7s. (In French.) **Valves, Regulating.** (Further Information.) E.S.B. 33248/69/J.

MALAYSIA

Bulletin 153/69

PUBLIC WORKS DEPARTMENT:

*9s. **Diesel Generating Set.** September 22. E.S.B. 33356/69/J.

Bulletin 154/69

MINISTRY OF INFORMATION AND BROADCASTING:

***Television System and Equipment.** (Further Information.) E.S.B. 31991/69/J.

NATIONAL ELECTRICITY BOARD OF THE STATES OF MALAYA:

*5s. **Electricity Meters.** September 1. E.S.B. 33539/69/J.

***Switchgear and Ancillary Equipment.** September 30. E.S.B. 33355/69/J.

Bulletin 155/69

TECHNICAL COLLEGE:

*4s. **Laboratory Equipment.** October 24. E.S.B. 33538/69/J.

MALTA

Bulletin 154/69

TREASURY:

***Telephone Cables.** September 4. E.S.B. 33526/69/J.

***Bedsteads.** September 4. E.S.B. 33529/69/J.

***Cables.** September 4. E.S.B. 33530/69/J.

***Metal Seals, Wire.** September 4. E.S.B. 33527/69/J.

*6s. **Milk Storage Tank Cleaning Unit.** September 4. E.S.B. 33528/69/J.

Bulletin 155/69

MALTA ELECTRICITY BOARD:

*20s. **Seawater Distillation Plant.** (Further Information.) E.S.B. 29508/69/J.

Bulletin 156/69

TREASURY:

Steel Clothes Lockers. September 11. E.S.B. 33784/69/J.

***Paper.** September 11. E.S.B. 33782/69/J and 33785/69/J.

***Wellington Boots.** September 11. E.S.B. 33783/69/J.

Bulletin 157/69

*9s. **Water Sprinklers.** September 11. E.S.B. 34033/69/J.

***Water Meters.** September 11. E.S.B. 34032/69/J.

NEW ZEALAND

Bulletin 154/69

NEW ZEALAND RAILWAYS:

*4s. **Air Compressors.** September 3. E.S.B. 33501/69/J.

POST OFFICE HEADQUARTERS:

***Khaki Drill.** September 8. E.S.B. 33502/69/J.

*3s. **Polyethylene Fabric.** September 8. E.S.B. 33503/69/J.

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*3s. **Rope Tension Meters.** September 10. E.S.B. 33799/69/J.

*6s. **Measuring Set; Oscillator.** September 9. E.S.B. 33800/69/J.

Bulletin 156/69

***Teteron/Rayon Cloth.** September 3. E.S.B. 34018/69/J.

*4s. **Quartz Crystal Blanks.** September 10. E.S.B. 34017/69/J.

NEW ZEALAND FOREST SERVICE:

*4s. **Circular Saw Blades.** September 3. E.B.S. 34021/69/J.

*5s. **Frequency Counter.** September 8. E.S.B. 34019/69/J.

Bulletin 157/69

NEW ZEALAND ELECTRICITY DEPARTMENT:

*51s. **Transformer Bank.** September 23. E.S.B. 34023/69/J.

PAKISTAN

Bulletin 154/69

PAKISTAN WESTERN RAILWAY:

Brushes. September 2. E.S.B. 33542/69/J.

Bulletin 155/69

DIRECTORATE OF INDUSTRIES AND COMMERCE:

*3s. **Meters; Measuring Instruments; Radio Headsets.** September 1. E.S.B. 33557/69/J.

*3s. **Workshop Tools and Machinery.** September 2. E.S.B. 33558/69/J.

Bulletin 156/69

DIRECTORATE OF SUPPLY:

*20s. **Vehicles.** September 22. E.S.B. 33596/69/J.

SUI NORTHERN GAS PIPELINES LTD.:

*13s. **Steel Pipe Line.** September 15. E.S.B. 33788/69/J.

*9s. **Steel Pipe Line.** September 1. E.S.B. 43787/69/J.

PAPUA AND NEW GUINEA

Bulletin 155/69

SUPPLY AND TENDERS BOARD:

***Carrier Terminal Board.** (Further Information.) E.S.B. 26575/69/J.

***Radio Telephone Equipment.** (Further Information.) E.S.B. 26576/69/J.

SAUDI ARABIA

Bulletin 153/69

DIRECTORATE OF PUBLIC SECURITY:

Wireless Stations. September 16. E.S.B. 33305/69/J.

Furniture, Tents, etc. September 16. E.S.B. 33304/69/J.

Motor Cycles. September 14. E.S.B. 33303/69/J.

Motor Cars. September 13. E.S.B. 33302/69/J.

PUBLIC WORKS DEPARTMENT:

Laboratory Equipment. October 25. E.S.B. 33301/69/J.

Bulletin 155/69

MINISTRY OF EDUCATION:

Completion of Schools. (Closing date not known.) E.S.B. 33585/69/J.

Bulletin 156/69

UNIVERSITY OF RIAD:

Wooden Cabinets. September 19. E.S.B. 33591/69/J.

Workshop Tools and Equipment. October 13. E.S.B. 33590/69/J.

SINGAPORE, REPUBLIC OF

Bulletin 155/69

PUBLIC UTILITIES BOARD:

*1s. **Voltage Stabilizer.** (Further Information.) E.S.B. 33271/69/J.

*11s. **Cables.** (Further Information.) E.S.B. 33272/69/J.

SOUTH AFRICA

Bulletin 154/69

DURBAN CITY COUNCIL:

Sewage Plant and Equipment. September 26. E.S.B. 33320/69/J.

Bulletin 155/69

CAPE PROVINCIAL TENDER BOARD:

*43s. **Workshop Machine, Welding Equipment.** September 2. E.S.B. 33293/69/J.

SPAIN

Bulletin 156/69

AUTOPISTAS, CONSESIONARIA ESPANOLA:

Toll Roads. September 23. E.S.B. 33976/69/J.

SUDAN

Bulletin 155/69

DEPARTMENT OF POSTS AND TELEGRAPHS:

*8s. **Magnetic Recording Tape.** September 10. E.S.B. 33510/68/J.

*6s. **Telephones.** September 27. E.S.B. 33516/69/J.

RURAL WATER AND DEVELOPMENT CORPORATION:

*44s. **Pipes, Pumps and Accessories.** (Further Information.) E.S.B. 31513/69/J.

Bulletin 156/69

MINISTRY OF WORKS:

*6s. **Asbestos Cement Pipes.** September 1. E.S.B. 33515/69/J.

*8s. **Mild Steel.** September 22. E.S.B. 32523/69/J.

CENTRAL ELECTRICITY AND WATER CORPORATION:

*3s. **Ammeters.** Septr 6. E.embeS.B. 33518/69/J.

SWITZERLAND

Bulletin 154/69
UNITED NATIONS OFFICE:
*10s. **Envelopes.** September 24. E.S.B. 33393/69/J.
*15s. **Stationers' Sundries.** September 24. E.S.B. 33394/69/J.

SYRIAN ARAB REPUBLIC

Bulletin 155/69
GENERAL ORGANIZATION OF ELECTRICITY:
Cell Protection Equipment. October 21. E.S.B. 33587/69/J.
ENGINEERING AND CHEMICAL INDUSTRIES UNION:
***Construction of Tanning Plant.** (Further Information.) Closing date postponed to November 15. E.S.B. 24655/69/J.
PUBLIC ORGANIZATION OF PETROLEUM:
Laundry Plants. September 10. E.S.B. 33588/69/J.
Generating Units. September 4. E.S.B. 33589/69/J.

TAIWAN

Bulletin 153/69
CENTRAL TRUST OF CHINA:
*5s. **Steel Wheel Tyres.** September 5. E.S.B. 33339/69/J.
*9s. **Fuse Cutouts and Fuse Links.** September 30. E.S.B. 33342/69/J.
*5s. **Harvester.** September 27. E.S.B. 33341/69/J.
*6s. **Harvester.** September 27. E.S.B. 33340/69/J.
*3s. **Meter Testing Set.** September 5. E.S.B. 33337/69/J.
*7s. **Servicer.** September 30. E.S.B. 33344/69/J.
*10s. **Aircraft Refueller.** September 25. E.S.B. 33363/69/J.
*5s. **Locks.** September 29. E.S.B. 33360/69/J.
*5s. **Ball and Roller Bearings.** September 6. E.S.B. 33346/69/J.
*5s. **Harvester.** September 30. E.S.B. 33345/69/J.
*4s. **Combustible Gas Indicators and Accessories.** September 3. E.S.B. 33347/69/J.
*3s. **Graphite Granule Decomposition Agent.** September 8. E.S.B. 33348/69/J.
*3s. **Steel Wire Netting.** September 4. E.S.B. 33349/69/J.
*3s. **Sodium Tripolyphosphate.** September 4. E.S.B. 33351/69/J.
*2s. **Sodium Cyanide.** September 24. E.S.B. 33359/69/J.
*3s. **Wax Emulsion.** September 4. E.S.B. 33350/69/J-
*8s. **Electrical and Communications Equipment.** September 28. E.S.B. 33362/69/J.
*3s. **Live Line Insulator Tester.** September 2. E.S.B. 33358/69/J.
*13s. **Vault, Grill Gate and Emergency Doors.** September 30. E.S.B. 33343/69/J.

Bulletin 154/69
*3s. **Diesel Generating Set.** September 6. E.S.B. 33367/69/J.
*2s. **Potential Transformer.** September 1. E.S.B. 33382/69/J.
*2s. **Ferro-Nickel.** September 1. E.S.B. 33381/69/J.
*2s. **Electro Static Copier.** September 1. E.S.B. 33380/69/J.
*6s. **Oil Dispensing Units.** September 26. E.S.B. 33361/69/J.
*3s. **Herbicides.** September 23. E.S.B. 33368/69/J.
*100s. **Telephone Network Line Additions.** September 23. E.S.B. 33369/69/J.
4s. **Butt Welding Machine.** September 2. E.S.B. 33504/69/J.
***Tape.** September 2. E.S.B. 33505/69/J.
*2s. **Transmission Measuring Sets.** September 2. E.S.B. 33508/69/J.
*3s. **Insulation Test Set.** September 12. E.S.B. 33509/69/J.
*12s. **Suction Press Roll.** September 3. E.S.B. 33507/69/J.
*4s. **Pressure and Temperature Transmitter, Flow Recorders.** September 2. E.S.B. 33506/69/J.

Bulletin 155/69
*8s. **Anhydrous Sodium Sulphate.** September 2. E.S.B. 33366/69/J.
*11s. **Grab Bucket.** September 26. E.S.B. 33364/69/J.

Bulletin 157/69
*4s. **Tractor Spare Parts.** September 23. E.S.B. 33365/69/J.

THAILAND

Bulletin 155/69
STATE RAILWAY OF THAILAND:
Rail Joints, Steel Components. September 15. E.S.B. 33550/69/J.
METROPOLITAN ELECTRICITY AUTHORITY:
*20s. **Circuit Breakers.** September 28. E.S.B. 33560/69/J.
PORT AUTHORITY OF THAILAND:
Crane Trucks. September 9. E.S.B. 33779/69/J.
Tow Car and Trailer. September 8. E.S.B. 33778/69/J.
PROVINCIAL ELECTRICITY AUTHORITY:
Transformers. September 5. E.S.B. 33780/69/J.
Fork Lift Trucks. September 15. E.S.B. 33781/69/J.

TRINIDAD AND TOBAGO

Bulletin 154 69
TRINIDAD AND TOBAGO ELECTRICITY COMMISSION:
*3s. **Metering Units.** September 26. E.S.B. 33533/69/J. and 33534/69/J respectively.

Bulletin 156/69
*3s. **Linesman's Safety Straps.** September 26. E.S.B. 33730/69/J.
*2s. **Fuse Links.** September 26. E.S.B. 33734/69/J.
*1s. **Aluminium Conductor.** September 26. E.S.B. 33733/69/J
*2s. **Fluorescent Street Lighting.** September 26. E.S.B. 33731/69/J.

Bulletin 156/69
*1s. **Aluminium Alloy Conductor.** September 26. E.S.B. 33732/69/J.

TUNISIA

Bulletin 153/69
PHARMACIE CENTRALE DE TUNIS:
***Pharmaceuticals.** September 22. E.S.B. 33270/69/J.

TURKEY

Bulletin 155/69
LAND FORCES COMMAND:
*16s. **Vehicle Spare Parts.** September 8. E.S.B. 33592/69/J.
KARABUK IRON AND STEEL WORKS:
Iron and Steel. Closing date not stated. E.S.B. 33714/69/J.
MECHANICAL AND CHEMICAL INDUSTRIES ASSOCIATION:
*6s. **Ferro-Vanadium.** September 12. E.S.B. 33595/69/J.

Bulletin 156/69
*6s. **Ferro-Silicon.** September 26. E.S.B. 33594/69/J.

Bulletin 157/69
STATE RAILWAYS ADMINISTRATION:
*20s. **Railway Coach Springs.** September 1, E.S.B. 33746/69/J.
MECHANICAL AND CHEMICAL INDUSTRIES ASSOCIATION:
*6s. **Lead Ingots.** September 9. E.S.B. 33744/69/J.
*6s. **Tin.** September 2. E.S.B. 33745/69/J.
BANK OF PROVINCES:
*35s. **Tirbine/Generator Units.** September 3. E.S.B. 33574/69/J.

UNITED ARAB REPUBLIC (EGYPT)

Bulletin 154/69
EGYPTIAN RAILWAYS:
Tin Ingots. September 10. E.S.B. 33531/69/J.
Steel Shots. September 1. E.S.B. 33532/69/J.

UNITED STATES OF AMERICA

Bulletin 157/69
BUREAU OF RECLAMATION:
*2s. **Digital Telemetering Equipment.** (Preliminary Notice.) September 16. E.S.B. 34011/69/J.

URUGUAY

Bulletin 155/69
ANCAP:
*22s. **Steam Generators.** Closing date postponed to August 26. (Further Information.) E.S.B. 20574/69/J.
*9s. (In Spanish.) **Cable.** September 30. E.S.B. 33572/69/J.
*9s. (In Spanish.) **Lorry.** October 21. E.S.B. 33573/69/J.
*9s. (In Spanish.) **Rubber Tape, Conveyor Belts.** September 9. E.S.B. 33569/69/J.
MINISTRY OF LIVESTOCK AND AGRICULTURE:
Seeds. September 30. E.S.B. 33567/69/J.
UTE (STATE ELECTRICITY AND TELEPHONES BOARD):
Micro Wave Equipment. (Advance Information.) Closing date not stated. E.S.B. 33570/69/J.
Wave Carriers. (Advance Information.) Closing date not stated. E.S.B. 33566/69/J.
Telephone Equipment. (Advance Equipment.) Closing date not stated. E.S.B. 33563/69/J.
Copper Discs. 1st Call: September 30. 2nd Call: October 7. E.S.B. 33564/69/J.

VIETNAM

Bulletin 155/69
INDUSTRIAL DEVELOPMENT CENTRE:
Steel Rolling Mill Machinery and Equipment. September 30. E.S.B. 33399/69/J.
Nylon Yarn Manufacturing Machinery and Equipment. September 15. E.S.B. 33400/69/J.
*14s. **Animal Mill Feed Plant, Paper Bag Manufacturing Equipment, Generators.** September 15. E.S.B. 33571/69/J.
*5s. **Carbon Paper.** September 2. E.S.B. 33577/69/J.
*4s. **Sulfaguanidine Powder.** September 2. E.S.B. 33576/69/J.

ZAMBIA

Bulletin 155/69
CENTRAL SUPPLY AND TENDER BOARD:
*3s. **Stationery, Office Equipment.** September 12. E.S.B. 33716/69/J.
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ABU DHABI

Bulletin 157/69

Inquiry for agricultural equipment, diesel engines, motor vehicles and spare parts, pumping sets. E.S.B. 33601/69/J.

ALGERIA

Bulletin 157/69

Inquiry for cement, label threading machines; plastifying machines. E.S.B. 31383/69/J.

AUSTRALIA

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Inquiry for locks. E.S.B. 33162/69/J.

Manufacture under licence – chemicals. E.S.B. 26231/69/J.

Bulletin 154/69

Manufacture under licence – sewage treatment plant. E.S.B. 12466/69/J.

Inquiry for equipment for spinning and weaving plant. E.S.B. 33624/69/J.

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Agency inquiry for jewellers findings. E.S.B. 26037/69/J.

AUSTRALIA – WAIVER OF BRITISH PREFERENCE

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*9s. Inquiry for treble cable half couplers. E.S.B. A53/69/J.

Inquiry for copper cable. E.S.B. A54/69/J.

*10s. Inquiry for drill bits. E.S.B. A55/69/J.

Inquiry for fluorspar. E.S.B. S76/69/J.

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*2s. Inquiry for cyclogram recorders. E.S.B. M33/69/J.

*5s. Inquiry for fine balancing units. E.S.B. S78/69/J.

Bulletin 155/69

*1s. Inquiry for decompression meters. E.S.B. M34/69/J.

*2s. Inquiry for depth gauges. E.S.B. M35/69/J.

Bulletin 156/69

Inquiry for gas detector. E.S.B. A/56/69/J.

AUSTRIA

Bulletin 154/69

Agency inquiry for confectionery; gelatine goods; jelly. E.S.B. 28753/69/J.

Inquiry for skins for fur coats. E.S.B. 33470/69/J.

Bulletin 155/69

Agency inquiry for grease guns; shock absorbers. E.S.B. 33379/69/J.

Bulletin 156/69

Inquiry for linings. E.S.B. 34152/69/J.

BAHRAIN

Bulletin 154/69

Inquiry for electrolytic plant. E.S.B. 8846/69/J.

BELGIUM

Bulletin 153/69

Inquiry for cutlery. E.S.B. 32639/69/J.

Inquiry for handkerchiefs; scarves'; tablecloths. E.S.B. 32757/69/J.

Bulletin 155/69

Inquiry for toilet soaps. E.S.B. 32638/69/J.

BERLIN

Bulletin 155/69

Agency inquiry for canned food products. E.S.B. 33463/69/J.

Agency inquiry for canned foods. E.S.B. 33450 and 33453/69/J.

Bulletin 156/69

Agency inquiry for leatherware. E.S.B. 33454/69/J.

Agency inquiry for gardeners tools and equipment. E.S.B. 33189/69/J.

Bulletin 157/69

Agency inquiry for dog's requisites. E.S.B. 33449/69/J.

Agency inquiry for giftware. E.S.B. 33452/69/J.

BOLIVIA

Bulletin 155/69

Inquiry for automobile spare parts. E.S.B. 33886/69/J.

Bulletin 156/69

Inquiry for mining equipment. E.S.B. 3385/69/J.

Inquiry fir multifilament man-made fibre cord. E.S.B. 33873/69/J.

BRAZIL

Bulletin 155/69

Agency inquiry for mechanical excavators and cranes. E.S.B. 17627/69/J.

Bulletin 157/69

Inquiry for sealing machines. E.S.B. 33988/69/J.

CANADA

Bulletin 153/69

Agency inquiry for all types of foodstuffs and confectionery. E.S.B. 19548/69/J.

Inquiry for forgings. E.S.B. 33139/69/J.

Bulletin 154/69

Inquiry for speciality packaged foods. E.S.B. 33376/69/J.

Inquiry for castings ; electric motors; forgings; thermostats. E.S.B. 33483/69/J.

Agency inquiry for cement based builders supplies. E.S.B. 33466/69/J.

Inquiry for clinical laboratory equipment. E.S.B. 32874/69/J.

*11s. Inquiry for freezer components. E.S.B. 28911/69/J.

Bulletin 155/69

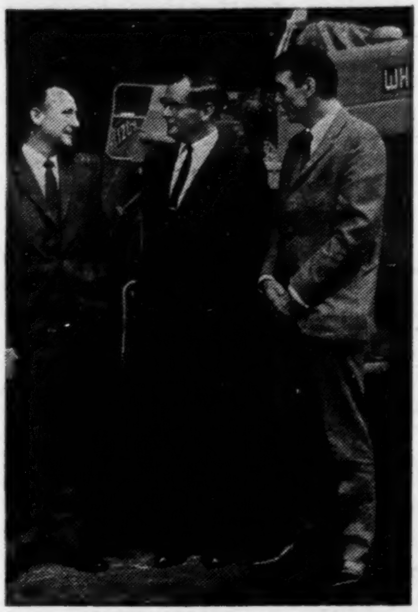
Manufacture under licence – cosmetics, toiletries. E.S.B. 33616/69/J.

Manufacture under licence – stainless steel equipment and plant components. E.S.B. 22014/69/J.

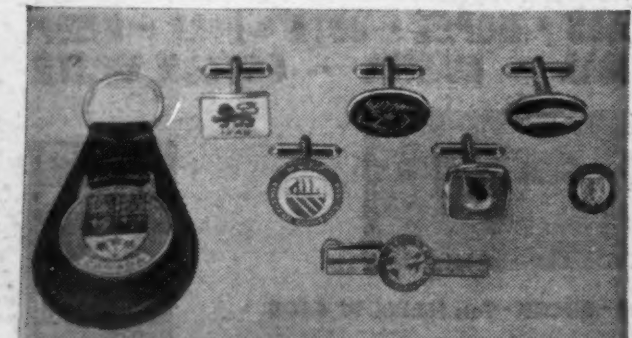
Inquiry for Nottingham laces; piece-goods. E.S.B. 33464/69/J.

Inquiry for coats; knitwear; suits. E.S.B. 33456/69/J.

(Continued on next page)



A recent visitor to the Great Yeldham, Essex, factory of Whitlock Bros. Ltd., has been Mr. Ken Coles (centre), managing director of Ken Coles Pty., Ltd., distributors for Whitlock construction equipment in Australia. While in England Mr. Coles placed an order for Whitlock excavator-loaders valued at £175,000 and one for Whitlock 'Merton' tractor shovels to the value of £50,000 – a total of £225,000. He is seen here with Mr. A. E. Humphreys (left), managing director of Whitlock Bros., and Mr. M. C. Symons, Whitlock's marketing director.



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Inquiry plastic containers. E.S.B. 33677/69/J.

Inquiry for machine tools. E.S.B. 28372/69/J and 33130/69/J.

Agency inquiry for jams, marmalades; packaged groceries; snack foods. E.S.B. 27689/69/J.

Bulletin 157/69

Inquiry for textile mill items. E.S.B. 34117/69/J.

CEYLON

Bulletin 153/69

Inquiry for hurricane lantern manufacturing machinery; pressure lamp manufacturing machinery; stove manufacturing machinery. E.S.B. 33372/69/J.

Bulletin 157/69

Inquiry for ceramic raw materials. E.S.B. 33771/69/J.

CHILE

Bulletin 157/69

Inquiry for educational laboratorty equipment. E.S.B. 34123/69/J.

CYPRUS

Bulletin 157/69

Manufacture under licence – television receivers and components. E.S.B. 34149/69/J.

DENMARK

Bulletin 157/69

Inquiry for training shoes. E.S.B. 33438/69/J.

ETHIOPIA

Bulletin 154/69

Inquiry for steel bars. E.S.B. 33377/69/J.

Inquiry for viscose film; steel bars; sheets and strips. E.S.B. 31348/69/J.

Bulletin 156/69

Inquiry for groundnut shelling machine; bottling machine. E.S.B. 34119/69/J.

FIJI

Bulletin 154/69

Inquiry for hardboard; particle board; plastic sheet; plywood. E.S.B. 33614/69/J.

Bulletin 155/69

Agency inquiry for jam. E.S.B. 31421/69/J.

Bulletin 157/69

Agency inquiry for crepe paper; napkins; steel wool. E.S.B. 33671/69/J.

FINLAND

Bulletin 153/69

Agency inquiry for strapping tape. E.S.B. 21236/69/J.

Agency inquiry for artificial leather; clothing fabrics. E.S.B. 33105/69/J.

Bulletin 155/69

Agency inquiry for knitwear. E.S.B. 33847/69/J.

FRANCE

Bulletin 153/69

Agency inquiry for builders' hardware; machine and hand tools; polyethylene film; weather strips. E.S.B. 33100/69/J.

Bulletin 155/69

Inquiry for heating systems components. E.S.B. 33895/69/J.

Manufacture under licence – rubber moulded products. E.S.B. 33073/69/J.

Bulletin 156/69

Inquiry for photometers. E.S.B. 33658/69/J.

Bulletin 157/69

Agency inquiry for giftware; household gadgets. E.S.B. 33933/69/J.

GERMANY, FEDERAL REPUBLIC OF

Bulletin 153/69

Inquiry for canned meat products. E.S.B. 33120/69/J.

Inquiry for yarn. E.S.B. 33419/69/J.

Agency inquiry for jewellery. E.S.B. 32776/69/J.

Bulletin 154/69

Inquiry for desiccated coconut; shelled nuts. E.S.B. 33181/69/J.

Bulletin 154/69

Agency inquiry for stationery. E.S.B. 33173/69/J.

Inquiry for steel. E.S.B. 33195/69/J.

*Inquiry for cables. E.S.B. 33495/69/J.

Inquiry for wire rods. E.S.B. 28942/69/J.

Inquiry for spray-enamelling equipment. E.S.B. 30023/69/J.

Bulletin 154/69

Agency inquiry for corrugated cardboard packages; foils; glass packaging materials; plastic closures; plastic containers; plastic and aluminium tubes. E.S.B. 32832/69/J.

Inquiry for frozen menu meals. E.S.B. 33199/69/J.

Bulletin 155/69

Inquiry for animal fodder and allied products. E.S.B. 33178/69/J.

Agency inquiry for chemicals; plastics. E.S.B. 33675/69/J.

Bulletin 156/69

Inquiry for packaging and wrapping machines. E.S.B. 33375/69/J.

Agency inquiry for carpets; toilet sets. E.S.B. 33935/69/J.

Inquiry for steel strip. E.S.B. 33877/69/J.

Inquiry for builders' tools; building machinery. E.S.B. 16879/69/J.

Inquiry for steel pipes and fittings. E.S.B. 33875/69/J.

Bulletin 157/69

Inquiry for foil slitting machine. E.S.B. 33995/69/J.

Inquiry for sealants. E.S.B. 33200/69/J.

GERMAN, FEDERAL REPUBLIC/BULGARIA

Bulletin 155/69

Trade agreement. E.S.B. 1209/G.

GUATEMALA

Bulletin 156/69

Inquiry for flow meters. E.S.B. 30979/69/J.

Bulletin 157/69

Agency inquiry for chinaware. E.S.B. 20214/69/J.

Inquiry for can filling and closing machines; chemical raw materials; cocoa liquor refining plant. E.S.B. 33499/69/J.

GUYANA

Bulletin 155/69

Agency inquiry for builders and general hardware; cables and wiring; domestic electrical appliances; garden hoses; hand tools; household pipes; household pottery; stoneware and woodware; kitchen utensils; wire mesh. E.S.B. 5990/69/J.

HONDURAS

Bulletin 157/69

Inquiry for diesel engines. E.S.B. 31241/69/J.

HONG KONG

Bulletin 153/69

Agency inquiry for clocks. E.S.B. 33411/69/J.

Bulletin 154/69

Inquiry for yarns. E.S.B. 32840/69/J.

Bulletin 156/69

Inquiry for dresses; slacks. E.S.B. 33670/69/J.

HUNGARY

Bulletin 154/69

Inquiry for boring machinery. E.S.B. 33870/69/J.

ICELAND

Bulletin 154/69

Inquiry for aluminium foil. E.S.B. 33494/69/J.

Bulletin 157/69

Inquiry for steel tubes. E.S.B. 28363/69/J.

INDIA

Bulletin 154/69

Inquiry for bearings. E.S.B. 33823/69/J.

Bulletin 155/69

Inquiry for diamond die polishing machines. E.S.B. 28689/69/J.

Bulletin 156/69

Inquiry for cable oil. E.S.B. 27831/69/J.

Inquiry for extruder and equipment. E.S.B. 27043/69/J.

Bulletin 157/69

Inquiry for carbon black manufacturing plant and machinery. E.S.B. 34176/69/J.

Inquiry for machinery and testing equipment for the production of semi-conductor devices. (Further Information.) E.S.B. 30973/69/J.

IRAN

Bulletin 156/69

Cholera precautions. E.S.B. 1209/G/69/J.

IRAQ

Bulletin 155/69

Inquiry for steel sheet. E.S.B. 22064/69/J.

Bulletin 156/69

Inquiry for air conditioning units; domestic electrical appliances; gas cookers; record players and tape recorders; table and ceiling fans; television and radio sets. E.S.B. 16598/69/J.

IRISH REPUBLIC

Bulletin 153/69

Inquiry for lingerie. E.S.B. 46302/68/J.

Bulletin 154/69

Inquiry for linings. E.S.B. 5260/68/J.

ISRAEL

Bulletin 155/69

Agency inquiry for furniture. E.S.B. 33607/69/J.

ITALY

Bulletin 153/69

Agency inquiry for wood working machinery and tools. E.S.B. 33019/69/J.

Agency inquiry for electronic recorders. E.S.B. 28307/69/J.

Agency inquiry for bolts and nuts; machine tools. E.S.B. 33005/69/J.

Agency inquiry for television antennae. E.S.B. 33018/69/J.

Inquiry for animal waste processing plant. E.S.B. 33110/69/J.

Bulletin 154/69

Inquiry for pharmaceutical raw materials. E.S.B. 33084/69/J.

Inquiry for hides. E.S.B. 33373/69/J.

Manufacture under licence – pumps. E.S.B. 15567/69/J.

Inquiry for baths. E.S.B. 33683/69J.

Bulletin 156/69

Inquiry for cast stainless steel. E.S.B. 33894/69/J.

JAMAICA

Bulletin 153/69

Inquiry for greeting cards; mirrors; paper picture framing materials; ribbon. E.S.B. 13015/68/J.

JAPAN

Bulletin 153/69

Agency inquiry for whisky. E.S.B. 33060/69/J.

Agency inquiry for conveyor belts; fire detection and alarm device; medical and surgical equipment and supplies. E.S.B. 20938/69/J.

Inquiry for hosiery. E.S.B. 33088/69/J.

Bulletin 155/69

Agency inquiry for leather watch straps; scale models of ships, aeroplanes, etc. E.S.B. 42029/68/J.

Agency inquiry for computer trainers; simulators and teaching machines; language teaching material; master tape for languages teaching. E.S.B. 39612/68/J.

Inquiry for fashion accessories; imitation jewellery; leatherware. E.S.B. 33808/69/J.

Bulletin 157/69

Inquiry for de-freezing equipment. E.S.B. 34332/69/J.

KUWAIT

Bulletin 153/69

Agency inquiry chemicals; electrical fittings; fans; hand tools; laboratory equipment; oilfield equipment; steel bars. E.S.B. 33144/69/J.

Inquiry for lift. E.S.B. 33090/69/J.

Agency inquiry for hand tools; light contractors plant; welding equipment and accessories. E.S.B. 32018/69/J.

Bulletin 154/69

Agency inquiry for bitumen additives; chemicals; cosmetics; dental products; hospital supplies; pharmaceuticals; waterproofing additives. E.S.B. 33089/69/J.

Bulletin 157/69

Inquiry for dresses; lingerie; nightwear. E.S.B. 34391/69/J.

LEBANON

Bulletin 155/69

Inquiry for pig iron. E.S.B. 33057/69/J.

Bulletin 157/69

Inquiry for yarns. E.S.B. 10220/69/J.

LIBYA

Bulletin 157/69

Inquiry for albums; bar accessories; calendars; frames; gifts; jewel cases; magazine racks; ornament; picnic sets; telephone accessories. E.S.B. 32820/69/J.

MALAYSIA

Bulletin 156/69

Incentives to the hotel industry. E.S.B. 1209/G/J.

MALTA

Bulletin 157/69

Agency inquiry for fruit concentrates and essences; liquid and crystal citric acid; preservatives. E.S.B. 33484/69/J.

Agency inquiry for electric blankets; glassware; hollow-ware. E.S.B. 34148/69/J.

MAURITIUS

Bulletin 153/69

Inquiry for second-hand engines. E.S.B. 33070/69/J.

MEXICO

Bulletin 155/69

Agency inquiry for coconut fibre processing machinery. E.S.B. 33673/69/J.

NEW ZEALAND

Bulletin 157/69

Inquiry for gearboxes. E.S.B. 34422/69/J.

NIGERIA

Bulletin 157/69

Inquiry for bicycles and bicycle parts; building materials and hardware; cameras; carpenters tools and equipment; cookers and stoves; domestic electrical equipment; kitchen utensils; leather goods; men's, women's and children's readymade wear; office equipment; shoes; stationery; tape recorders; textiles; watches and clocks. E.S.B. 33672/69/J.

NORWAY

Bulletin 155/69

Agency inquiry for skirts. E.S.B. 33669/69/J.

Bulletin 156/69

Agency inquiry for upholstery fabrics. E.S.B. 33827/69/J.

Bulletin 157/69

Inquiry for training shoes. E.S.B. 33438/69/J.

PAKISTAN

Bulletin 156/69

Inquiry for pumps. E.S.B. 33805/69/J.

POLAND

Bulletin 156/69

Inquiry for steel wire galvanizing and patenting plant. E.S.B. 33417/69/J.

PORTUGAL

Bulletin 154/69

Inquiry for iron sheet; wires. E.S.B. 33914/69/J.

SAUDI ARABIA

Bulletin 153/69

Inquiry for can making machinery. E.S.B. 5524/69/J.

SINGAPORE, REPUBLIC OF

Bulletin 154/69

Agency inquiry for aluminium or plastic slate; door locksets; household utensils; lamp fittings; link chains; PVC floor covering; wire nettings.' E.S.B. 22519/69/J.

SOUTH AFRICA

Bulletin 153/69

Agency inquiry for ice cube machines. E.S.B. 32616/69/J.

Agency inquiry for fish. E.S.B. 6276/69/J.

(Continued on next page)

AGENCY INQUIRIES, *continued*

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Agency inquiry for footwear. E.S.B. 33131/69/J.

Bulletin 157/69
Agency inquiry for knitting machines; textile machinery accessories; weaving, spinning and carding machines. E.S.B. 25164/69/J.
3s. Agency inquiry for electrical equipment. E.S.B. 32091/69/J.

SPAIN

Bulletin 153/69
Inquiry for cutting, ironing, marking, sewing and shoe lining machines. E.S.B. 32226/69/J.

Bulletin 155/69
Inquiry for additives; oils; rust preventives. E.S.B. 33104/69/J.

SWEDEN

Bulletin 153/69
Agency inquiry for grouser shoes. E.S.B. 26204/69/J.

Bulletin 157/69
Inquiry for jewellery. E.S.B. 1185/69/J.

SWITZERLAND

Bulletin 154/69
Agency inquiry for sports equipment; sportswear. E.S.B. 33410/69/J.
Agency inquiry for artists supplies. E.S.B. 33007/69J.
Inquiry for agricultural equipment. E.S.B. 33460/69/J.

Bulletin 155/69
Agency inquiry for piece-goods. E.S.B. 33164/69/J.

Bulletin 156/69
Agency inquiry for fabrics. E.S.B. 16505/69/J.
Agency inquiry for jewellery. E.S.B. 30345/69/J.

Bulletin 157/69
Agency inquiry for no-nail boxes. E.S.B. 33977/69/J.

TANZANIA

Bulletin 153/69
Inquiry for net manufacturing equipment. E.S.B. 33038/69/J.

THAILAND

Bulletin 153/69
Inquiry for steel waste products. E.S.B. 30700/69/J.

Bulletin 154/69
*Inquiry for tear resistant paper. E.S.B. 9066/69/J.

Bulletin 156/69
Inquiry for incinerators for hospitals. E.S.B. 33848/69/J.

TOGO

Bulletin 155/69
Inquiry for scarves. E.S.B. 30928/69/J.

TRINIDAD AND TOBAGO

Bulletin 156/69
Inquiry for nylon tubular mesh. E.S.B. 33810/69/J.

TURKEY

Bulletin 153/69
Inquiry for machinery for producing pharmaceutical containers. E.S.B. 30162/69/J.

UGANDA

Bulletin 156/69
Prohibition of imports of some matches. E.S.B. 1209/G/J.

UNITED STATES OF AMERICA

Bulletin 155/69
Inquiry for strip aluminium. E.S.B. 32889/69/J.
Inquiry for blankets. E.S.B. 33862/69/J.
Inquiry for steel products. E.S.B. 33831/69/J.
Inquiry for stainless steel components. E.S.B. 32868/69/J.
Inquiry for symbol road signs. E.S.B. 20626/69/J.

Bulletin 156/69
Inquiry for chemicals. E.S.B. 33861/69/J.
Inquiry for steel blanks; steel pipes. E.S.B. 23163/69/J.
Inquiry for men's shoes. E.S.B. 33087/69/J.
Agency inquiry for dial measuring calliper gauges. E.S.B. 33893/69/J.
Inquiry for children's educational and sports books. E.S.B. 27986/69/J.

VARIOUS

Bulletin 153/69
United Nations Development Programme (Special Fund.) E.S.B. 33425/69/J.

VENEZEULA

Bulletin 153/69
Inquiry for motor cycles; office machinery; sports equipment. E.S.B. 32343/69/J.

ZAMBIA

Bulletin 153/69
Agency inquiry for adhesives; foodstuffs; hosiery; men's and women's clothing; patent medicines. E.S.B. 29437/69/J.
Inquiry for steel sheet. E.S.B. 30869/69/J.

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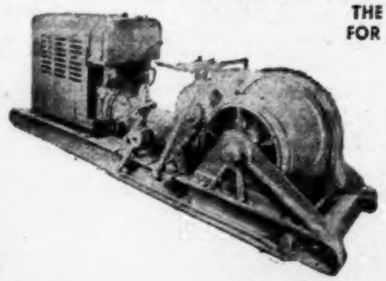

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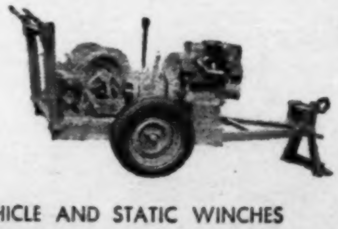

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Export Missions and Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses was published in June 18 issue of the Board of Trade Journal. *Businessmen wishing to avail themselves of this assistance should consult in advance either the regional officers of the Board of Trade (see page 406 of August 6 issue) or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757).*

Visiting Tanzania and Uganda

FOLLOWING the recent contract for gins and presses negotiated for Morocco, Mr. W. Ashton, product manager, Platt Bros. & Co. Ltd., a Stone-Platt Company, will be visiting Tanzania and Uganda during the latter part of August. He will hold discussions with government officials, agents and customers.

Platt gins and presses are located in every cotton region in the world, with Mr. Ashton's search for orders having taken him to South Africa, Ethiopia, Pakistan and the Americas.

World tour

MR. PETER D. HALL, a director of International Computers Ltd., has just started a world tour which will include visits to subsidiary firms in South Africa, Australia, New Zealand and United States. The major purpose of Mr. Hall's visit to Australia is to attend the 4th Australian Computer Conference at Adelaide University from August 11 to 15, when he will be one of the principal speakers.

A Fellow of the Institution of Electrical Engineers, he gave the 1965/1966 Faraday Lecture. He is also a Fellow of Queen Mary College, University of London.

The rest of Mr. Hall's visits will be occupied with discussions with ICL's subsidiaries on policy matters, software and after-sales service of computers.

Appraisal of sales potential

MR. RON BENNETT, chief export sales engineer of the Rownson division of Douglas-Rownson Limited, Basingstoke, left on August 18 for a sales tour of South Africa and Kenya. He will be away for a fortnight, acquainting himself at first hand with the potential the markets may hold for his company, with particular emphasis on equipment made by Douglas-Rownson for airports, docks and railways.

Export Group's mission programme

THE British Hosiery & Knitwear Export Group plans a number of special promotional events lasting until April 1970, including five outward selling missions for firms wishing to visit overseas markets and three inward missions of leading hosiery and knitwear buyers who are being invited to London to meet British manufacturers.

The Group also hopes that there will be sufficient response from firms to enable it, in conjunction with the Board of Trade, to sponsor a joint venture at the Salon de la Maille, a leading European knitwear exhibition, in Paris, from February 7 to 10, 1970.

The five outward selling missions will be to Denmark, Sweden and Finland, from October 5 to 17; Switzerland and Austria, from January 27 to February 4, 1970; the United States, provisionally arranged from January 4 to 18, 1970; the Middle East, provisionally arranged for March or April 1970; and West Germany, provisionally arranged for March 1970.

Inward missions of buyers are as follows: from France, November 11 to 13; from Finland, November 25 to 27; and West Germany, January 20 to 22, 1970.

Publishers mission to India

ON OCTOBER 24 10 senior British publishers leave for a two-week tour of India. Six days' business in Delhi will, it is hoped, include talks at the Ministry of Education; preliminary talks with the National Book Development Board and the Federation of Publishers and Booksellers Associations in India; meetings with officials of the National Council for Educational Research and Training; discussions on assisting local textbook manufacture and on copyright; and visits to educational institutions including the University of Delhi, the All-India Institute of Medical Science and the Indian Institute of Technology.

The itinerary will include visits to Bombay, Calcutta and Madras, where visits will be made to State Ministries of Education, libraries, universities and bookshops. Some members of the mission will also visit Ceylon and Nepal.

The team will be led by Mr. John Attenborough, deputy chairman of the Hodder Group, and the secretary to the mission will be Mr Charles McGregor, administrative officer of the Book Development Council.

Novel sales kit

SELLING AIDS vary when on selling missions abroad, but few managing directors will have lugged around a 12 x 12 x 42-inch case to show a working model of his product. As the lid is raised a model car with its caravan trailer rises flush with the sides of the case against a well-proportioned scenic background on the inside of the lid.

The whole assembly is to demonstrate only a small part – the Dunsley Tipper Jack, a newly-patented device which lifts the caravan wheel clear of the ground as the car moves forward 9 inches. To demonstrate this in action, the model is motorized so that car and trailer move backward and forward continually. Each time, the jack engages on the forward motion and drops clear on the return – just as it does in real use.

Mr. K. C. Tipping, managing director of Dunsley Manufacturing (Kinver) Ltd., recently showed the model to car and caravan distributors throughout Holland. It almost did his job for him, avoiding detailed explanation and language problems. After three days he came home with another problem – two of Holland's major importers of caravan and car accessories each sought sole rights to the jack.

The working model will shortly be demonstrated in Portugal and Scandinavia.

Travel chiefs visiting United States and Canada

LORD GEDDES, chairman of the British Travel Association, and Mr. L. J. Lickorish, general manager, have made a tour of the Association's offices in the United States and Canada during August, visiting Los Angeles, Vancouver, Chicago, New York and Toronto. In Washington they have had discussions with the British Embassy and the US Travel Service.

Lord Geddes and Mr. Lickorish have reviewed the Association's operations in the centres visited, also general promotion problems in the United States and Canada. In particular, attention has been paid to the promotion of travel in 1970 in connection with the 350th anniversary of the sailing of the *Mayflower* to America.

Travel to Britain from the United States and Canada continues to increase at a satisfactory rate. In the first five months of 1969, 267,000 Americans visited Britain – 20 per cent more than in the same period of record-breaking 1968. The increase in travel from Canada was equally satisfactory.

While in Canada, Lord Geddes will fulfil a long-standing engagement to open the British Colombia Calendonian Games at Burnaby.

World sales tour

MR. HAROLD FLAVELL, managing director of the Loughborough-based Herbert Morris Group, left Heathrow for Beirut this month on the first leg of a round-the-world fact-finding and sales tour. Herbert Morris – now claimed to be Britain's leading manufacturer of overhead travelling cranes and hoists – have recently reorganized their network of overseas agents as the launching pad for an intensive export campaign. They hope to double their exports this year.

Highlight of the tour will be a week in New York where Mr. Flavell will see erection of the first of three Morris container-handling cranes – representing a £1 million order – at Seatrain Lines' New Jersey dock complex.

During his month-long tour Mr. Flavell will visit Lebanon, Iran, Thailand, Singapore, Australia (where Morris have an associate manufacturing company), New Zealand, the United States and Canada.

Orchestra's North American tour

THE Royal Philharmonic Orchestra will undertake a three-week tour of the United States and Canada in October. To commemorate the occasion a souvenir programme book will be on sale at all the concert halls visited, and this will be the only officially authorized publication offered to the public, so it is felt that this advertising medium will recommend itself to all British exporters and firms with commercial and industrial interests in the United States and Canada.

The tour itinerary is as follows: October 10, Kansas City; 11, Houston; 12, Dallas; 13, New Orleans; 14/15, Miami/Nassau; 16/17, Philadelphia; 18, Toronto; 19, Ottawa; 20, Montreal; 21, Concorde, New Hampshire; 22, New Bedford; 23/24, New York (annual United Nations Day concert); 25, Syracuse; 26, Chicago; 27, Baltimore; and 28/29, New York.

Companies wishing to reserve advertising space should write or telephone for full details from The Secretary, Royal Philharmonic Orchestra Limited, 70 Wigmore Street, London, W1H 9DL (Tel. 01-935 5465 or 01-486 1553).

Export Orders

Firms are invited to send in brief details of recent export orders or contracts for insertion on these pages.

Hose exports doubled

Sales of Dunlop industrial hose to overseas markets in the first six months of 1969 exceeded £1¼ million, compared with £625,000 in the corresponding period of 1968, which was itself a record. Overseas sales of floating hose so far this year have reached £600,000.

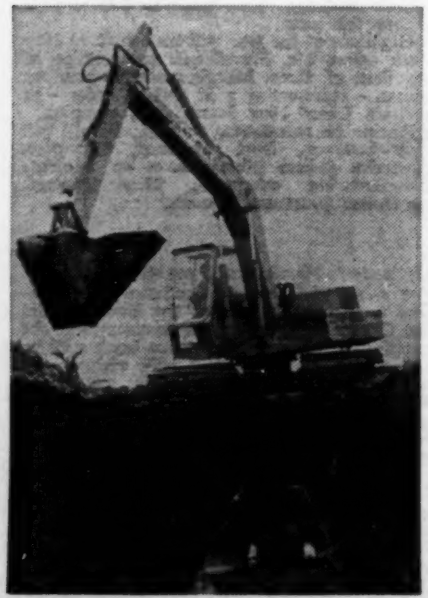
Car sales records

A substantial increase in overseas sales of cars during the first half of this year has been announced by Rootes Motors Ltd. Orders were 44 per cent higher than during the same period last year. Overseas sales of commercial vehicles rose by 89 per cent compared with 1968. In the first six months of 1969 over half the company's sales – 52 per cent – went abroad, and June export sales were the second highest monthly total this year.

10 per cent increase expected

This year a 10 per cent increase is expected over the 45 per cent increase of Kenwood exports in 1968. During September and October the company – part of Thorn's domestic appliance division – will show its products in Hong Kong, Singapore, Beirut and Tokyo, where Kenwood will participate in the British Week.

To mark the company's export achievements, Mr. J. Lindsey, export director, attended a recent garden party at Buckingham Palace with his wife.



Clark Bros. Agricultural Services Pty. Ltd., of Monomeith, Victoria, Australia, have increased their land drainage construction business tenfold since the company bought a Hy-mac all-hydraulic excavator nearly two years ago. Picture shows the machine excavating a new land drain in the Koo-Wee-Rup swamp. For this exceptionally boggy area, the machine was fitted with swamp pads.

Coil-cut-up lines for Sweden

A Swedish steel manufacturer, Norrbottens Jernverks AB of Lulea, has ordered two coil-cut-up lines, valued at about £145,000, from The Bronx Engineering Co. Ltd., of Lye, Worcs. The order was placed following a recent visit by the British company's joint managing director, Mr. N. H. Josephy, who was accompanied on this occasion by Mr. K. Kniveton, chief project engineer of Bronx's coil processing division.

The lines can handle coils of up to 10 tons, 1250 mm wide and 2 mm thick. Each line, capable of cutting mild and coated steels at speeds of up to 75 m/min, is fitted with flying-die shears to protect the finish of the coated material.

Time recorders for Ceylon

Servis Recorders Limited have received an order from the State Engineering Corporation of Ceylon for 100 time recorders to be fitted to their mobile plant and appliances. The order also includes 25,000 charts for use with these instruments.

Clean air work stations for Canada

A. & M. Fell, of Newhaven, Sussex, have won an order, against fierce American competition, for four 12 ft. long double-sided, laminar flow work stations from Brocair Systems Ltd., of Canada, for their facility at Brockville, Ontario.

Fells regard it a notable achievement to have broken into the United States-dominated clean air market, and to have beaten the competition on both quality and price, taking into account the cost of shipping these bulky items across the Atlantic.

Brocair, a subsidiary of Aircraft Supplies Ltd., Bournemouth, have set up in Canada as part of an expansion programme designed to establish a world-wide capability. The Fell clean air work stations will provide the high standard of 'clean' conditions required for specialist work in the manufacture, assembly, service and overhaul of aircraft gyroscopes and aircraft instrumentation.

Export increase

Raleigh Industries Ltd., Nottingham, report an 18.33 per cent increase in their export sales of bicycle units for the first nine months of the year compared with the same period last year.

In the overseas sales of cycle components and accessories, the increase has been higher – 50 per cent up on the previous year. The projected overseas sales figures for 12 months is expected to be in excess of one million bicycle units.

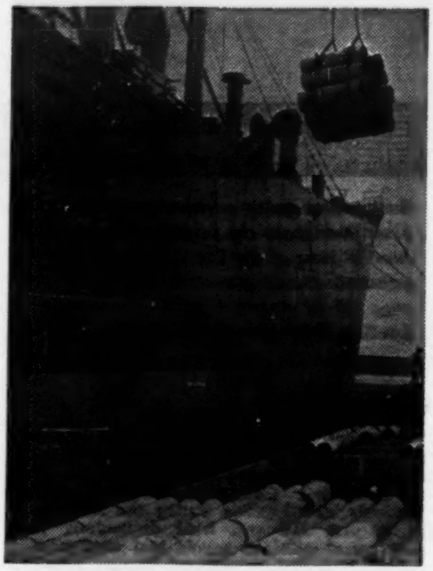
£150,000 computer system for Sweden

An order from the Swedish Government for a special computer system worth nearly £150,000 has been received by Solartron, the British electronic group, despite strong international competition, notably from the Americans. This data system, to be installed at the Swedish Defence Research Establishment, Stockholm, early next year, is the first of its kind to be supplied outside the United Kingdom by Solartron and is claimed to be one of the largest ever to be shipped overseas by a British company.

Industrial and marine operations overseas

Technical staff of Houseman & Thompson Ltd., industrial water treatment and chemical cleaning experts, of Burnham, Bucks., are fully extended in supervising industrial and marine operations in overseas countries, while the company continues to cope with a busy domestic programme.

Work in hand or recently completed includes boiler-cleaning of a Norwegian navy vessel, pre-commission cleaning of another Norwegian ship, cleaning of two Danish vessels, maintenance cleaning of a tanker in Marseilles, pre-commission cleaning of a 240,000-ton Shell tanker in Japan, power station pre-commission cleaning in Cyprus, and supervision of chemical cleaning work in several Spanish plants. The company has also been engaged in several operations in South Africa and in Portugal.



An order for 1,500,000 square metres of roofing felt has been placed by the Bulgarian Government with The Ruberoid Company Limited. Corresponding to 75,000 rolls of 3-ply Ruberoid Roofing, which weighs 3,400 tons and will roof buildings in many parts of Bulgaria, the order is being shipped to Bourgas in two consignments. Picture shows part of the first delivery of 40,000 rolls leaving the Royal Albert Dock in the 4,642 ton 'Afelion'.

Orders for crystal-growing equipment

Orders totalling more than £60,000 have been received recently by Metals Research Limited, of Melbourn, Cambridgeshire, for their 'Malvern' Czochralski crystal-growing systems. These orders include two from the United States and one each from Japan, Switzerland and Holland. Of these, three have already been delivered to Bell Telephone Laboratories at Reading, Pennsylvania; IBM Laboratories at Yorktown Heights, New York; and IBM, Ruschilcon in Zurich, Switzerland. The Japanese order will be delivered later this year to Hitachi of Tokyo and the Dutch order to Philips of Eindhoven.

The cost of a complete system, depending on equipment specified, ranges from £3,000 to £20,000.

'Highest level' for sports equipment

Exports of the Dunlop Sports Company during the first six months of 1969 were £1,280,000, an increase of almost 25 per cent over the same period in 1968 and the highest level ever achieved in any six-month period.

Sales increased in all major overseas markets, particularly North and South America, the West Indies, Europe and the Far East. Orders for tennis balls to Austria doubled; in Spain, golf and tennis balls showed a substantial increase. Sweden, Germany and Holland were among European countries recording marked increases for golf and tennis equipment.

The upward trend is expected to continue. Recent visits to European markets by sales executives have resulted in additional orders for the latter half of 1969 and for 1970.

Flotation cells for Australia

The Mitchell Cotts Group in Australia has won a sub-contract worth about A$115,000 (£54,000) to manufacture Fagergren flotation cells for Thiess Peabody Mitsui at Moura, Queensland. This contract will be handled by Mitchell Cotts Construction Pty. Limited, the contracting and construction subsidiary of Mitchell Cotts (Australia) Pty. Limited.

Fagergren floatation cells, extensively used in the mining industry for metallurgical separation, are also manufactured under licence by the Mitchell Cotts Group of Companies in South Africa.

Profitable eight-week period

Aircraft fuellers worth over £250,000, mainly for service abroad, were sold during an eight-week period in June and July, by Gloster Saro Ltd., of Hucclecote, Gloucester, a Hawker Siddeley company.

Eighteen Gloster 'Somerset' Mk. III aviation fuellers and a number of 6,000 and 10,000 imp. gal. capacity trailers have been bought by several major international oil companies. These light alloy vehicles will operate at airports in countries as far apart as New Zealand, South Korea, Trinidad and the United Kingdom. At present, over 300 Gloster fuellers are operating in 40 countries throughout the world.

A 'Somerset' fueller and trailer combination carries up to 14,000 imp. gals. of fuel, depending on size of drawbar trailer. The standard unit can fuel an aircraft by the underwing pressure method at rates of up to 500 imp. gals per minute. Facilities for open-line refuelling can also be incorporated. To service jumbo jet aircraft, an uprated version of the fueller is available which provides 850 imp. gals. of fuel per minute.

Record sales of carpets

Sales of Gilt Edge carpets for the first half of the year were about 30 per cent above last year's level and Carpet Trades Limited of Kidderminster expect to reach a record export sales figure of over £2.5 million by the end of the year. Last year their sales were just under £2 million.

Russian order for printing machinery

An order for printing machinery worth £51,000 has been placed by the Russians with Rotaprint Limited of London, N.W.9. The contract was brought back from Moscow recently by the company's export director, Mr. M. H. C. Such, after participation in Inpolygraphmash 69. The order covers several models of Rotaprint's machines, the bulk of the contract being for R30/90 small offset-litho machines. (*See picture, p.* 438, *August* 13 *issue*.)

This order brings the company's sales in Russia to over £250,000 in the last 18 months.

Success of 'partnership projects'

Morganite International Limited, a subsidiary of The Morgan Crucible Company Limited, which has been operating for just over one year, already has some 200 'partnership projects' worth £3/£4 million in hand, many of which are crystallizing into firm orders. The Export Partnership Scheme embraces about 60 small or medium-sized companies, outside the Morgan Group, which do not have their own marketing organizations in all the overseas territories covered by Morganite International.

An additional facility offered by the scheme is the possibility of arranging 'triangular', 'switch' or reciprocal deals, thereby promoting export business which would otherwise be frustrated by lack of foreign exchange.

Paint coating line for Norway

The Norwegian firm of A/S Nordisk Aluminiumindustri have placed an order, valued at £240,000, with AEI-Herr Ltd. of Aldridge, Staffs., for a three-storey lacquer paint coating line for aluminium strip, including all the mechanical equipment, pretreatment section, a double coater and double stoving oven system.

Another recent order for AEI-Herr plant came from America – the Carborundum Company of Niagara Falls ordered a stainless steel strip grinding line, worth £155,000, destined for the Terninoss Works in Italy as part of their expansion programme.

Ballot-box keys for Ghana

Keys of Steel Ltd., of Willenhall, Staffs., have been congratulated on their speedy manufacture and despatch of 8,000 ballot-box keys required for the Ghana General Elections.

Diesels for Norway fisheries fair

A 3,000 per cent increase in sales since 1961 will be announced by Perkins distributor Universal Diesel A/S, of Oslo, at the third Norwegian Fisheries Fair to be held at Trondheim from August 14-24. The Norwegian company, which has established a country-wide network of service representatives stretching from Hammerfest in the north to Kristiansund in the south, plans to exhibit three to eight cylinder Perkins marine engines ranging from 21 shp to 160 shp. These will include the eight cylinder 160 shp V8.510 model, which had its world premiere at the Oslo Boat Show.

Perkins marine engines have a 40 per cent share of the Norwegian market, and are used in fishing craft, transport launches, taxi-boats, ambulances and pleasure craft.

Australian building contract

A £500,000 contract for work on the first phase of a multi-storey tower block in Melbourne, has been awarded to Costain (Australia) Pty. Limited, a member of the British Costain Group.

Container handling truck for Denmark

Yet another order for a container handling truck has been received from the Board of the Danish State Railways by Lancer Boss Ltd., of Leighton Buzzard, Beds. This Lancer 3500 series container handling truck is designed to handle 20-, 30- and 40-ft. containers and will operate at a new container terminal currently under construction in Copenhagen.

The Lancer was specified because of its capability not only for handling ISO containers but also of handling conventional cargo and other unit loads at this new rail terminal.

This will be the first of the 3500 Series to operate in Denmark and this latest order brings the total number of Lancer container trucks now in operation throughout the world to nearly 60 machines.

Landing aids for Russia

The Radio Products Group of Standard Telephones and Cables Limited have been awarded a contract by Aviaexport, Moscow, for the supply and installation of two fully solid state instrument landing systems (ILS) for use at airports in the USSR and designed to meet ICAO Category II/III operational performance requirements.

The contract, which provides for the delivery of one system in the autumn of this year and the second one in 1970, follows the successful completion of the STC ILS installation at Moscow International Airport.

The systems will be manufactured at STC's New Southgate location in North London.

Orders worth over £100,000

Scientific Furnishings Limited, of Poynton, Cheshire, a subsidiary of the Wiles Group, have won orders worth over £100,000 for 1,000 Thorp micro nephelometers. The orders are bound for the United States, Japan and the Far East and delivery is spread over 12 months.

The instruments, which measure blood triglycerides, were developed by the Pharmaceutical Research Laboratories of ICI Ltd., at Alderley Park.

New sales records

William R. Selwood Ltd., of Chandler's Ford, Hants., announce that the export sales of their Simplite and Spate pumps for the first six months of 1969 have already exceeded the total sales for 1968. Recent orders include one for 40 pumps from South African distributors, Spate Pumps (South Africa) Pty., Ltd.

Sales reach new record

Orders worth a record £750,000 were taken by Marconi Instruments during the three months April-June this year – an increase of more than £200,000 over the same period last year. Sales to the United States were almost double last year's level.

As well as a substantial growth in orders for general-purpose measuring instrumentation, such as signal generators and response analyzers, significant business is being won with more recently introduced products, including TV transmission test gear and 'Autotest' automatic test systems.

British trailers sell to Sweden

Merriworth (Engineering) Ltd., Dartford, Kent, makes of trailers for articulated vehicles, have started exporting to Sweden. This is something of a breakthrough, for each European country tends to be self-supporting so far as trailer manufacture is concerned.

This week 12 trailer running gears as self-contained assemblies on their own sub-frames are being shipped by Merriworth to trailer makers in Sweden. The running gears, of both the tandem-bogie and single-axle type, are of standard design, featuring 3½-in.-wide springs and bonded-rubber bushings needing no lubrication and easy to dismantle.

'First let me congratulate you on the almost incredible job you people have achieved in organizing a container, packing it and getting it away within less than two weeks. We have had some wonderful service from several of our suppliers in Britain but never anything to equal your remarkable performance in this case. We have drawn it to the attention of the Trade Commissioner and the British Canadian Trade Association.'

The above is from a letter from a firm of Canadian importers received by Auriol (Guildford) Ltd., who obtained, packed, loaded and despatched a 1,060 cu. ft. container for shipment to Canada in 10 days. The container was used to ship a consignment of 700 plastic coated steel bottle-racks to Lawrence & Newall of Toronto. Photograph shows the container being loaded at the company's factory.

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

▶ *The lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the* Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

EUROPEAN COMMUNITIES

Rules of competition

THE *Board of Trade Journal* dated January 10, 1969 (page 108) contained an announcement about an application for clearance of an agreement between 'la société Clima Chappée à Labuissière' of France and 'la société Buderus'che Eisenwerke à Wetzlar' of Germany. The *Journal Officiel des Communatés Europénnes* No. L195 dated August 7, 1969 contains the text of the Commission's **Decision No. 69/241/CEE** on this application.

The agreement concerns air-conditioning equipment for apartment buildings. The parties intend to rationalize their production and sales through specialization, each producing only specific types of equipment. Each firm will be the exclusive distributor in its home market for the products of its partner and will therefore be able to offer clients the full range of products of both firms.

Such specialization agreements come under the anti-trust rules of the Treaty of Rome. They restrict the freedom of the contracting parties and the choice of the consumers and, when concluded between enterprises from different member states, affect intra-Community trade.

The Commission has concluded that this particular agreement enables the parties to rationalize and expand their production, and therefore to decrease their costs. Their increased capacity to compete should also benefit consumers. All the restrictions in the agreement are indispensable to the rationalization and do not enable the participating enterprises to remove themselves from the intense competition in their field. This first decision on a specialization agreement shows that the Commission considers this kind of agreement to be generally beneficial to the economy of the Common Market.

The *Board of Trade Journal* dated December 6, 1969 (page 1596) contained an announcement about an application for clearance of an agreement between 'la société Anonyme Française Jaz' of Paris, who manufacture electric clock mechanism, and 'Peter-Uhren GmbH' of Rottmed, Baden, manufacturers of large mechanical alarm clocks. The *Journal Officiel* No. L195 dated August 7, 1969, contains the Commission's **Decision No. 69/242/CEE** on this application.

The agreement is one for specialization, linked to an exclusive mutual supply and purchasing agreement for France and Germany. The Commission considers that, although the agreement produces certain restrictive effects on competition, it can be exempted from the ban of Article 85 (1) of the Treaty, because it allows the parties to increase their productivity in a broader field and to exchange technical information regularly. It also has considerable advantages for users, who profit from more sophisticated articles and more advantageous prices. The restrictions on competition will not be excessive. Effective competition exists owing to the large number of clock and watch manufacturers in the Community and to the substantial imports from non-member countries.

The French texts and full details of the Decisions referred to may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

Common agricultural policy

THE TEXTS of the following Regulations which affect the various agricultural sectors in the EEC have been published in the *Journal Officiel des Communautés Européennes.*

The French text of the Regulations may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

SUGAR

Regulation (CEE) No. 1478/69 modifies **Regulation (CEE) No. 774/68** in so far as it concerns the application to certain syrups of the quota provided for by the system of compensation for storage costs (*Journal Officiel* No. L185 dated July 29, 1969).

CATTLEMEAT, BEEF AND VEAL

Regulation (CEE) No. 1540/69 modifies **Regulation (CEE) No. 1431/69** in so far as it concerns the levies on imports, coming from Argentina and Brazil, in the cattlemeat sector (*Journal Officiel* No. L189 dated August 2, 1969).

Regulation (CEE) No. 1546/69 relates to the sale, at a pre-fixed price, of quarters of frozen cattlemeat arising from intervention and held by the German Intervention Organization (*Journal Officiel* No. L191 dated August 5, 1969).

CEREALS AND RICE

Regulation (CEE) No. 1539/69 relates to setting up an auction for the movement of maize and soft wheat flour intended as aid for Mali (*Journal Officiel* No. L189 dated August 2, 1969).

Regulation (CEE) No. 1533/69 determines, for the 1969/1970 Marketing Year, certain marketing centres for cereals and the derived intervention prices relating to them (*Journal Officiel* No. L190 dated August 2, 1969).

Regulation (CEE) No. 1473/69 modifies **Regulation (CEE) No. 470/67** in so far as it concerns new varieties of rice produced in

Countries grouped by continents

The use of an alphabetical sequence as an easy reference has been found impracticable in the compilation of Tariff Customs and Import Regulations of overseas countries. Every attempt is made therefore to group countries by continents as far as possible. Countries are listed alphabetically on the Contents page, the Community (*Journal Officiel* No. L185 dated July 29, 1969).

Regulation (CEE) No. 1558/69 modifies **Regulation (CEE) No. 1525/69** fixing the rates of the refunds applicable from August 1, 1969, to certain products in the cereals and rice sectors exported in the form of goods not covered by Annex II of the Treaty (*Journal Officiel* No. L194 dated August 7, 1969).

The common customs tariff of the EEC

THE *Journal Officiel des Communautés Européennes* No. L191 dated August 5, 1969, contains the texts of two Regulations affecting the Common Customs Tariff of the EEC as follows:

1. **Regulation (CEE) No. 1544/69** relates to the tariff treatment which will be applicable, from September 1, 1969, to goods contained in the personal luggage of travellers.
2. **Regulation (CEE) No. 1545/69** amends Annex II B of **Regulation (CEE) No. 950/68** relating to the tariff treatment of tobacco products imported in small consignments addressed to private persons. This Regulation will also come into force on September 1, 1969.

The French texts of these Regulations may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

CORRECTION

The *Board of Trade Journal* dated August 6, 1969 (page 401) contained an announcement about **Regulation (CEE) No. 1434/69** relating to the classification of goods under the Common Customs Tariff. Tariff Heading 'No. 11.02 AVG' should read 'No. 11.02 AV (b).'

Imports from non-member countries into the EEC

THE *Board of Trade Journal* dated August 13, 1969 (page 451) contained details of goods which under the provisions of Article 115 of the Treaty of Rome, will not benefit from Community treatment when imported by a Member State, even though they may be accompanied by a circulation certificate.

The *Journal Officiel des Communautés Européennes* No. L192 dated August 5, 1969, contains the text of **Decision No. 69/239/CEE,** which extends **Decision No. 66/372/CEE,** authorizing Italy to exclude from community treatment essential orange oils, not terpeneless (Tariff Heading No. ex. 33.01 AI), originating in the United States and freely circulating in the other Member States.

The French text of this Decision may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

EEC/Swiss trade agreement: quotas

THE *Journal Officiel des Communautés Européennes* No. L187 dated July 31, 1969, contains the text of **Regulation (CEE) No. 1492/69** which details an agreement between the EEC and Switzerland. The EEC has agreed to open, from September 1, 1969, an annual Community tariff quota at a 'Nil' rate of duty, of 1,870,000 u.c. (u.c. = unites de compte – present value 1 US dollar) of value added, for the re-import of certain textile goods which have previously been exported to Switzerland for processing. The quota has been divided as follows:

(a) 1,650,000 units of account for the processing of fabrics included in chapters 50 to 57 of the Common Customs Tariff;

(b) 143,000 units of account for the twisting or the throwing, the cabling, the texturization (whether or not combined with other processing) of yarn included in chapters 50 to 57 of the Common Customs Tariff;

(c) 77,000 units of account for the processing of items included under the following headings of the Common Customs Tariff:

no. 58.04	[Woven pile fabrics and chenille fabrics (other than terry towelling or similar terry fabrics of cotton falling within heading no. 55.08 and fabrics falling within heading no. 58.05)]
no. 58.05	[Narrow woven fabrics, and narrow fabrics (bolduc) consisting of warp without weft assembled by means of an adhesive, other than goods falling within heading no. 58.06]
no. 58.07	[Chenille yarn (including flock chenille yarn), gimped yarn (other than metallized yarn of heading no. 52.01 and gimped horsehair yarn); braids and ornamental trimmings in the piece; teasels, pompons and the like]
no. 58.08	[Tulle and other net fabrics (but not including woven, knitted or crocheted fabrics) plain]
no. 58.09	[Tulle and other net fabrics (but not including woven, knitted or crocheted fabrics), figured; hand or mechanically made lace, in the piece, in strips or in motifs]
no. 60.01	[Knitted or crocheted fabric, note elastic or rubberized]

1,700,000 u.c. of this quota has been allocated on the following basis:

Germany	1,070,000 u.c.
France	580,000 u.c.
Italy	20,000 u.c.
Netherlands	15,000 u.c.
Belgo-Luxembourg Economic Union	15,000 u.c.

The remaining 170,000 u.c. will form a reserve, available to member States who use 90 per cent or more of their original allocation. Futher details of the allocation and of the other conditions attached to the agreement may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

Tariff quotas in the EEC

THE *Journal Officiel des Communautés Européennes* No. L187 dated July 31, 1969, contains the text of **Regulation (CEE) No. 1491/69** setting up for the period September 1, 1969 to August 31, 1970, a Community tariff quota at a 'nil' rate of duty, of 5,000,000 u.c. (u.c. = unites de compte – present value 1 US dollar) for the hand-made products listed below. All imports under this quota, which is subject to a maximum of 500,000 u.c. in respect of each tariff heading or sub-heading, must be accompanied by a certificate issued by the Indian Ministry of Commerce certifying that the goods are exported from India and are of Indian origin.

Common Customs Tariff No.	Description of goods
42.02	Travel goods (for example, trunks, suit-cases, hat-boxes, travelling-bags, rucksacks), shopping-bags, handbags, satchels, brief-cases, wallets, purses, toilet-cases, tool cases, tobacco-pouches, sheaths, cases, boxes (for example, for arms, musical instruments, binoculars, jewellery, bottles, collars, footwear, brushes) and similar containers, of leather or of composition leather, of vulcanized fibre, of artificial plastic sheeting, of paperboard or of textile fabric: ex B. of material other than artificial plastic.
42.03	Articles of apparel and clothing accessories, of leather or of composition leather: ex C. other clothing accessories.
ex 44,24	Household utensils of wood.
ex 44.27	Standard lamps, table lamps and other lighting fittings, of wood; articles of furniture, of wood, not falling within Chapter 94; caskets, cigarette boxes, trays, fruit bowls, ornaments and other fancy articles, of wood; cases for cutlery, for drawing instruments or for violins, and similar receptacles, of wood; articles of wood for personal use or adornment, of a kind normally carried in the pocket, in the handbag or on the person; parts of the foregoing articles, of wood.
48.21	Other articles of paper pulp, paper, paperboard or cellulose wadding: ex B. Other
59.02	Felt and articles of felt, whether or not impregnated or coated: ex B. Other: carpets, rugs
ex 64.05	Parts of footwear (including uppers, in-soles and screw-on heels) of any material except metal.
ex 74.18	Cooking and heating apparatus of a kind used for domestic purposes, not electrically operated, and parts thereof, of copper.
ex 83.06	Statuettes and other ornaments of a kind used indoors, of base metal
83.07	Lamps and lighting fittings, of base metal, and non-electric parts thereof, of base metal: ex B. Other
ex 83.10	Beads and spangles, of base metal
ex 83.11	Bells and gongs, non-electric, of base metal, and parts thereof, of base metal
ex 94.03	Other furniture and parts thereof
95.03	Worked ivory and articles of ivory ex B. Other
95.05	Worked horn, coral (natural or agglomerated) and other animal carving material, and articles of horn, coral (natural or agglomerated) or of other animal carving material: C. Other animal carving material, worked: ex II. other
97.03	Other toys; working models of a kind used for recreational purposes: ex A. wooden

4,000,000 u.c. of the quota have been allocated on the following basis:

Germany	1,000,000 u.c.
France	1,000,000 u.c.
Italy	1,000,000 u.c.
Netherlands	500,000 u.c.
Belgo-Luxembourg Economic Union	500,000 u.c.

The remaining 1,000,000 u.c. will form a reserve available to Member States who use 90 per cent or more of their original allocation. Details of the method of allocation and of the conditions attached to the whole quota may be obtained on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

IRISH REPUBLIC

Turnover and wholesale taxes

A NOTICE (No. 1112) issued by the Revenue Commissioners of the Irish Republic gives details of a new basis for exemption from Turnover and Wholesale Taxes on goods imported into the Republic.

Inquiries relating to this notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420 and 475).

DENMARK

Removal of import restrictions

THE DANISH AUTHORITIES have announced that as from July 1, 1969 import licences will not be required for the following goods. This notice amends the list of goods subject to licensing control published in the *Board of Trade Journal* of January 1, 1969, page 306.

Tariff Customs No.	Description of Goods
ex 01.04	Live sheep and goats
ex 02.06	Meat and edible offals of the animals (sheep and goats) falling within tariff heading 01.04, salted, in brine, dried or smoked
ex 08.10 ex 20.03 ex 20.06	The following fruit, frozen or otherwise prepared/preserved: apples and plums and also mixtures containing such fruit– in containers of a gross weight exceeding 2 kg.
ex 16.02	Meat products, preserved or otherwise prepared, made from the animals (sheep and goats) falling within tariff heading 01.04
19.03	Macaroni, spaghetti and similar products

All inquiries concerning this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 458, 459 and 461).

FRANCE

Minimum price regulations for fish

THE FRENCH *Journal Officiel* of July 31 announced that the following amendment should be made to their notice of April 13 relating to minimum price regulations for fish imported from all countries other than those of the EEC (see *Board of Trade Journal* of April 25, 1969, page 1219).

The list should now read:

Tariff No.	Product	Minimum price per quintal	Period of Application
Price recorded at the fish market at Boulogne sur Mer.			
03.01 BI ex a	Herrings, fresh (live or dead) chilled, whole, headless or sliced:		
	Herrings in cases (weighting 40%)	98F	August 1, 1969 to February 15, 1970
	Herrings in boxes intended for human consumption (weighting 40%)		

These imports are subject to the regulations governing minimum price procedure as laid down in a general notice to importers dated July 29, 1962 and amended on April 2, 1968 (see *Board of Trade Journal* of May 3, 1968, page 1386).

Inquiries concerning this notice should be addressed to the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C. (Tel. 01-248 5757, Ext. 423, 408, 288), where the full French text may be seen.

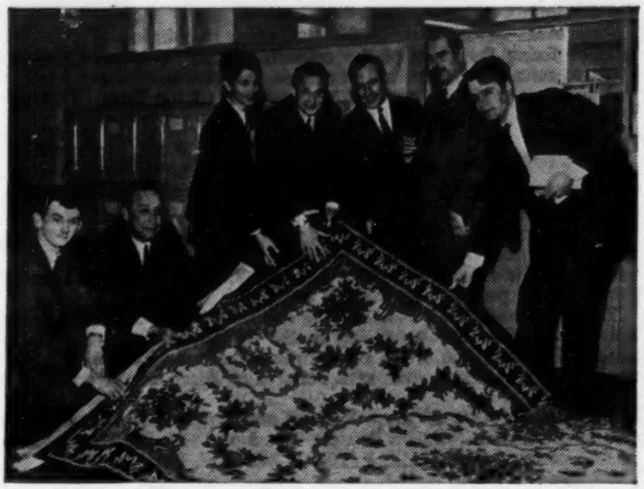
Duty quota for imports of newsprint

THE FRENCH *Journal Officiel* of August 2 announced amendments to the 1969 duty-free quota amounts for the imports of newsprint admitted under more favourable tariff conditions. The notice published in the *Board of Trade Journal* of January 10 (page 112) should be amended to read as follows:

Tariff No.	Description	Amount of quota (metric tons net)
47.01 A	Mechanical and semi-chemical wood pulp (1)	175,000 tons at 90% dryness
47.01 B I & B II	Wood pulp chemically treated by the sulphate of soda processes (1); wood pulp chemically treated by the bisulphate processes (1)	1,200,000 tons at 90% dryness

(1) The weight to be shown on import licence applications for these quotas is that of the pulp taken at 90 per cent dryness.

Inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288) where the full French text may be seen.



Some visitors to the Crossley Carpets factory from Messrs. Seditex, the company's agents in France. With them are Mr. D. Bell (far left), and Mr. J. Hone (far right) of Crossley's Export Department.

Customs modifications

THE FRENCH *Journal Officiel* of July 30, published the following amendments to the French customs tariff, in accordance with an EEC Regulation of July 30, 1969. The amendments are effective from August 1.

Tariff No.	Description	Tariff Rate
28.28	Other inorganic bases and metallic oxides, hydroxides and peroxides (including hydrazine and hydroxylamine and their inorganic salts:	
	A to G No change	
	H Vanadium oxides and hydroxides:	
	I Vanadic pentoxide (vanadium anhydride)	† 5·6%
	II No change	
	I, J to M No change	

† This rate is reduced to 2·5% until December 31, 1969 inclusive.

Tariff No.	Description	Tariff Rate
51·04	Woven fabrics of man-made/fibres (continuous), including woven fabrics of monofil or strip of heading No. 51.01 or 51.02:	
	A Woven fabrics of synthetic textile fibres	‡15·4%

‡ This rate is reduced to 15% for fabrics for the manufacture of boat sails, subject to the fulfilling of conditions determined by the competent authorities; it is increased to 35% for the same fabrics intended for other uses originating in the USA.

Inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423, 408, 288), where the full French text may be seen.

SWITZERLAND

Special rate of duty for iron or steel hoops

THE SWISS Federal Department of Finance and Customs has ordered, with effect from June 24, 1969, that imports of iron and steel hoops, hot rolled, not pickled, under tariff heading 73.12.10 will be subject to a rate of 1 franc per 100 kg. gross, provided that they are to be used in the manufacture of the angles, shapes and sections of tariff headings 73.11.20 and 73.11.22 (i.e. cold-formed or cold-finished angles, shapes and sections).

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 459).

SPAIN

Opening of global quotas 1969

THE SPANISH global quotas for 1969 were published in the *Board of Trade Journal* dated February 7. The Spanish authorities have now invited applications from Spanish importers, merchants and industrialists against the following quotas for the second half of 1969. Applications should be presented from August 15 to September 15.

Quota No.	Goods	Value of licences for which applications are invited (Ptas.)
10	Inorganic chemicals products	27,500,000
11	Organic chemical products	22,000,000
13	Varnishes, inks, pigments and similar preparations	19,250,000
19	Styrene and derivatives, polymerization products	8,250,000
43	Marine engines and parts for the manufacture of the same	24,750,000
44	Engines for use on land and parts for the manufacture of the same	96,525,000
45	Motor pumps and compressors	22,000,000
46	Refrigerators up to 250 litres	50,000,000 (10,000 units)
48	Television and radio receivers	16,500,000
49	Radio transmitters and transmitter receivers	36,575,000
51	Tractors	212,960,000
55	Phonographs, dictaphones and other apparatus for sound recording and reproduction	11,000,000

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460/462).

Import quotas—deletion of specific duty

NOTICE WAS GIVEN in the *Board of Trade Journal* dated June 25, page 1782, of an extension of the Spanish import quota on Tariff Heading 73.13.B.2.c. (Effervescent steel plates for deep drawing for manufacturing bathtubs). The Spanish authorities have announced that the specific duty of 750 Ptas. per metric ton should now be deleted.

Import duty suspension

NOTICE WAS GIVEN in the *Board of Trade Journal* dated July 23, page 252, of a suspension of the import duty on unwrought aluminium ingots (Tariff Heading 76.01.A.1). The Spanish authorities have now announced that the import duty suspension will also cover Tariff Heading 86.01.A.2. and will be valid until October 8, 1969.

Inquiries about these notices should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460, 462).

Joint assembly scheme: electric generators and steam boilers

IN THE *Board of Trade Journal* dated August 6, 1969 (page 401) and the *Export Services Bulletin* dated August 4, 1969 notice was given of a joint Spanish/foreign scheme for assembly of electric generators and steam boilers. Further details are as follows:

Electric generators

General Electric Espanola SA has been authorized to import the following items with a 95 per cent reduction of the normal Customs duty. The maximum percentage of parts and materials to be imported with reduced duty must not exceed 50 per cent of the total industrial cost price of the generators.

SANTURCE II GENERATOR

Elements	Tariff heading	Total cost Ptas.
Materials for mounting windings	85.26, 85.01, 90.24, and others	11,789,000
Terminals	85.01, 85.19	3,111,634
Excitation and regulation equipment	85.01, 90.28, and others	12,918,355
Hydrogen, oil and water equipment	90.24, 84.15, and others	17,529,000
Complete rotor (not balanced)	85.01	27,954,700
Reducing gear (rotating parts)	84.63	1,260,366
Materials for stator bars	68.15, 85.23, 74.03, 74.07	2,235,876
Stator core	73.15B.1.f.1.a, 73.11, 32.09 and others	7,953,802
Miscellaneous	—	845,000
		88,235,257

CASTELLON I GENERATORS

Elements	Tariff heading	Total cost Ptas.
Materials for mounting windings	85.26, 85.01, 90.24 etc.	11,789,000
Terminals	85.01, 85.19	3,111,634
Excitation and regulation equipment	85.01, 90.28	12,918,355
Hydrogen, oil and water equipment	90.24, 84.15.B.2	17,529,000
Complete set of stator bars	85.01	18,777,000
Rotor materials	74.03, 85.01 and others	13,127,912
Reducing gear (rotating parts)	84.63D	1,260,366
Stator core	73.15B.1.f.1.a, 73.11, 32.09 and others	7,953,802
Miscellaneous	—	854,000
		87,321,769

The maximum percentage of parts and materials to be imported with reduced duty must not exceed 46 per cent of the total industrial price of the following generator:

CASTELLON II GENERATOR

Elements	Tariff heading	Total cost Ptas.
Materials for mounting windings	85.26, 85.01, 90.24 and others	11,789,000
Terminals	85.01D, 85.19	3,111,634
Excitation and regulation equipment	85.01, 90.28 and others	12,918,355
Hydrogen, oil and water equipment	90.24, 84.15B.2 and others	17,529,000
Reducing gear (rotating parts)	84.63	1,260,366
Materials for stator bars	68.15, 85.23 and others	4,864,400
Rotor materials	85.01, 74.03 and others	13,127,912
Stator core	73.15B.1.f.1.a, 73.11.B.2.a, 32.09A and others	7,953,802
Miscellaneous	—	6,835,000
		79,389,469

The Specific Resolution is valid until June 27, 1971.

Steam boilers of more than 800 tons for power stations of up to 700 MVA

S. E. C. Babcock and Wilcox SA have been authorized to import the following items for incorporation under joint Spanish/foreign assembly in three steam boilers for thermal powers stations of 540 MVA. The first boiler is being manufactured for the thermal power station of Santurce and the maximum percentage of parts and materials to be imported with reduced duty must not exceed 54 per cent of the total industrial cost.

SANTURCE STATION

Elements	Tariff heading	Total cost Ptas.
1 boiler	84.01	45,046,463
Downcomers	84.01	33,233,052
Lower walls of firebed	84.01	46,562,173
Safety, drainage etc. valves	84.61	4,319,462
Cast base for economizer etc.	84.01	5,949,600
Feed water valves	84.61	5,625,777
One primary superheater exc. tube	84.01	17,337,823
One secondary superheater, stainless tubing	84.01	63,928,771
1 reheater, stainless tubing	84.01	21,168,574
Burners (with fittings)	84.13	23,059,247
Expansion joints	73.20	8,053,101
Dampers, expansion joints	84.01	9,615,802
Bailey burner control system	90.28	29,825,254
Steam temperature control system	90.28	4,841,671
2 air regenerating preheaters	84.02	32,732,416
DIAMOND soot blower system	84.02	25,437,672
2 steam air heaters	84.02	6,684,053
Set of levels	90.24	513,518
TV system for level reading	90.10	365,628
TARWAY remote level indicator	90.24	311,955
Thermocouples	90.28	594,584
Interior ribbed tubes	73.18	31,992,498
Miscellaneous	—	50,000,000
		467,199,094

The second and third boilers are being manufactured for the thermal station of Castellon and the maximum percentage of parts and materials to be imported at reduced duty must not exceed 52 per cent of the total industrial price of the two boilers.

(Continued on next page)

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.

SPAIN, *continued*

CASTELLON STATION

Elements	Tariff heading	Total cost Ptas.
2 boilers	84.01	88,034,182
Downcomers	84.01	63,551,862
Lower walls of firebed	84.01	89,213,733
Safety, drainage etc. valves	84.61	8,164,510
Cast base for economizer etc.	84.01	11,280,876
Feed water valves	84.61	10,617,226
2 primary superheaters etc. tubes with base etc.	84.01	32,874,114
2 reheaters (as above)	84.01	40,052,100
Burners	84.13	43,653,964
Expansion joints	73.20	15,448,736
2 secondary superheaters (as above)	84.01	120,885,168
Dampers, inspection doors	84.01	18,377,384
2 BAILEY burner control systems	90.28	60,393,388
2 steam temperature control systems	90.28	9,810,516
4 air regenerating preheaters	84.02	66,418,349
2 DIAMOND soot blower systems	84.02	51,539,205
4 steam air heaters	84.03	13,530,899
2 sets of levels	90.24	1,041,052
2 TV systems for level reading	90.10	740,636
2 YARWAY remote level indicators	90.24	639,839
Thermocouples	90.28	1,205,971
Interior ribbed tubes	73.18	63,879,631
Miscellaneous	—	100,000,000
		911,353,341

The Specific Resolution is valid until July 5, 1971.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460/462).

BULGARIA

Law on Trade Marks and Industrial Designs, 1967

An English translation of Instructions on the Application of the Bulgarian Law on Trade Marks and Industrial Design, 1967 is now available for consultation in the Chancery House Annexe of the National Reference Library of Science and Invention (Holborn Division), Chancery House, Chancery Lane, London, W.C.2.

GREECE

Import deposits on passenger motor vehicles

A notice was published in the *Board of Trade Journal* of July 26, 1968 (page 277), about the minimum recovery period for compulsory cash deposits payable by Greek importers at time of import approval, for passenger motor vehicles.

This recovery period has once again been fixed at four months, and this decision remain valid until October 2, 1969.

Any inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E57, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 482, 466, 467).

Luxury tax on alcohol

It was announced in the *Board of Trade Journal* of January 31, page 308 that the Greek luxury tax on certain alcoholic beverages had been increased from 40 per cent to 80 per cent *ad valorem*.

It has now been confirmed that the beverages concerned are whisky, gin and vodka, as covered by tariff heading 22.09 G 2(a), (b) and ex(d). At the same time the Agricultural Social Insurance Contribution on whisky and gin has been reduced from 40 per cent of the luxury tax to 20 per cent. Vodka, which has not previously incurred the agricultural contribution, is now liable to it at a rate of 20 per cent of the luxury tax.

Thus the total luxury tax and agricultural contribution for whisky, gin and vodka, based on the c.i.f. value will in future be as follows:

80 per cent plus 20 per cent of 80 per cent, i.e. 96 per cent.

All inquiries arising from this notice should be addressed to Export Services Branch, Board of Trade, Room E57, Hillgate House, 35 Old Bailey, London, EC4. Tel. 01-248 5757, Ext. 482, 466 and 467.

TURKEY

Closure of the British Consulate-General Izmir

The closure is announced of the British Consulate-General in Izmir, with effect from July 1, 1969.

Inquiries and correspondence formerly addressed to Izmir should now be sent to the British Embassy, Sehit Ersan Caddesi 46A, Cankaya, Ankara (Tel. 183240-183242).

Any inquiries arising from this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2497).

SUDAN

Sudanese Finance Act, 1968

The Sudanese Finance Act, 1968 which amends the Customs Tariff, the Excise and Consumption Duties Ordinance, 1924, and the Additional Tax Act, came into force on July 1, 1969.

The following items in the Customs Tariff have been amended by this Act:

02.01 to 02.06
03.01 to 03.03
04.01
04.05 to 04.06
07.01
07.02
07.03 to 07.04
07.06
08.01 (A)
08.01 (A)2
08.01 (B)1
08.01 (B)2
08.02 (A)
08.02 (B)
08.03 (A)
08.03 (B)
08.04 (A)
08.04 (B)
08.05 (A)
08.05 (B)
08.06 to 08.09
08.10 to 08.13
11.01 (B)
11.02 to 11.06
11.09
16.01 to 16.05
17.05
18.01 to 18.05
18.06 (B)
19.01 to 19.07
19.08 (A)
19.08 (B)
20.01 (A)
20.01 (B)
20.02 (A)
21.05
21.07 (B)2
22.01 to 22.02
22.04 (A)
22.04 (B)
22.05 (B)1
22.05 (B)2
22.05 (A)
22.06 (B)
22.09 (A)1
22.09 (A)2
22.10
27.10 (D)
44.03
44.04
44.05
44.06
44.15
50.09
50.10
51.04
52.02
53.11
53.12
53.13
55.07
55.08
55.09
56.07
58.04
58.08
58.09
58.10
62.02 (A)
64.02 (A)

VISITS OVERSEAS OF UNITED KINGDOM BUSINESSMEN

British businessmen intending to travel overseas are urged in their own interests to make the earliest possible contact, before going abroad, with the Board of Trade (at either the nearest Regional Office or the Export Services Branch). The Board of Trade, in co-operation with Commercial Officers at Embassies, High Commissions and Consulates overseas, are in a position to provide advice when it is required and to arrange for suitable introductions and contacts related to the purpose of their business.

The information which the Board of Trade requires, apart from a businessman's name and that of the firm he represents, consists of details of his itinerary, giving the places to be visited and the dates as nearly as can be estimated, the names and addresses of the local agents, if any, at the places to be visited, the general purpose of the visit, the type of contacts and introduction which the businessman would like to have arranged for him in advance, and any other relevant information which the businessman might consider would enable him to obtain maximum results. Where appropriate, these details should be accompanied by copies of trade literature relating to the product which the businessman is proposing to sell.

20.02 (B)
20.03 to 20.04
20.05 (B)
20.06 (A)
20.06 (B)
20.07
21.03
21.04 (B)
84.12
84.15 (C)
84.40 (A)
85.06
85.12 (A)
85.15
87.02 (A)

The Act also amends the Excise and Consumption Duties Ordinance, 1924, and the following items have been affected:

Beer, stout and cider
Liqueurs, liquor and other distilled beverages
Wine or fresh grape, with fermentation arrested by addition of alcohol
Mineral waters
Motor spirit
Gas oil
Confectionery
Biscuits
Refrigerators, water coolers, air coolers and air-conditioners
Vegetable oils
Boots, shoes and slippers.

The only amendment to the Additional Tax Act, 1966, is the rate of duty, which has been increased from 10 per cent to 15 per cent.

The full text of this notice may be consulted at Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420 and 475) to whom all inquiries should be addressed.

CEYLON

Import control

THE BOARD OF TRADE has received a copy of Ceylon Import Control Notice No. 11/69 which amends the Schedule to Open General Licence as given in Import Control Notices Nos. 22/68 and 3/69, published in the *Board of Trade Journal* of November 8, 1968 (pages 1264 to 1276) and February 14, 1969 (pages 489 to 492) respectively. The effect of this notice is to introduce the following amendments:

Column I Chapter	Column II Heading	Column III Items that can be imported
1. *Delete*	84.06	Internal combustion piston engines (excluding complete marine engines), and parts thereof (including marine engine parts) not elsewhere specified or included.
and *Substitute*	84.06	Internal combustion piston engines (excluding complete engines for motor cars and complete marine engines); parts of internal combustion engines, including parts of marine engines and parts of motor car engines (but excluding engine blocks of motor cars, either as separate units or as parts of assembled components), not elsewhere specified or included.
2. *Delete*	84.08	Gas turbines (other than for aircraft, compressed air or gas engines, wind engines) and parts thereof not elsewhere specified or included.
and *Substitute*	84.08	Gas turbines (other than for aircraft); compressed air or gas engines; wind engines; and parts thereof not elsewhere specified or included.
3. *Delete*	87.04	Chassis with engines mounted (without cabs), for lorries, gross vehicles weight not less than 13,000 lbs.
and *Substitute*	87.04	Chassis with engines (without cabs), for lorries, gross vehicle weight not less than 13,000 lbs.

All inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Room E47, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/2/3.)

Industrial development and investment opportunities

THE BOARD OF TRADE has received a copy of Ceylon *Government Gazette* Extraordinary No. 14,862/7 of July 18, 1969. This *Gazette* issued by the Ministry of Industries and Fisheries in Ceylon contains:

Notice No. 1 – New industries – Open fields of investment

This is a general guideline to prospective investors giving details of industrial activity in which new investment would be welcome and fields in which adequate production capacity has already been established.

Notice No. 2 – Form of application for the establishment of new industrial undertakings

This notice prescribes the form of application, the particulars and other information required by the Ministry for the evaluation of project proposals.

Notice No. 3 – Form of application for registration of an industrial undertaking

This notice prescribes the form of application for the registration of industrial undertakings. Only registered industries will be recognized by the Ministry as industrial units in commercial production as qualifying for the concessionary arrangements and special tariff facilities provided to manufacturing industries.

Notice No. 4 – Form of application for the expansion of existing industrial undertakings

This notice prescribes the form in which all the information and particulars relating to any proposal for the expansion of an existing industrial undertaking should be furnished. Applications will be considered only from registered industries.

Notice No. 5 – Form of application for the import of machinery

This notice refers to the particulars required for the issue of a licence for the import of plant and machinery for an industrial undertaking.

All inquiries about this notice and requests for copies of the full text of the above *Gazette* should be addressed to Commercial Relations and Exports Department, Board of Trade, Room 309, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2642).

MALAYSIA

Import control

THE *Malaysian Government Gazette* dated July 31, 1969, publishes the Customs (Prohibition of Imports) (Temporary Protective Measure) (Amendment) (No. 13) Order, 1969, which amends the Second Schedule to the Customs (Prohibition of Imports) (Temporary Protective Measure) Order, 1969, by the addition of the following:

Heading No.	Description of goods	Country
32.13	Writing ink, printing ink and other inks:	
100	Printing ink	All countries

This means that the goods described in the second column and originating from any country are subject to special licensing when imported into the States of Malaya.

Notice to West Malaysian Importers No. 10 of 1969 adds to the above by stating that the goods concerned are subject to quantitative restrictions. Import licences will be issued every three months and will be restricted to quotas. The estimated quarter for the first quota is July 31, 1969, to October 30, 1969.

Any inquiries regarding this notice should be made to Tariff Section, Room E47, Board of Trade, Export Services Branch, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/472/473).

NEW ZEALAND

Emergency protection authority report

COPIES OF THE following New Zealand Emergency Protection Authority report have now been received and are available from the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321), quoting the reference CRE 737/69.

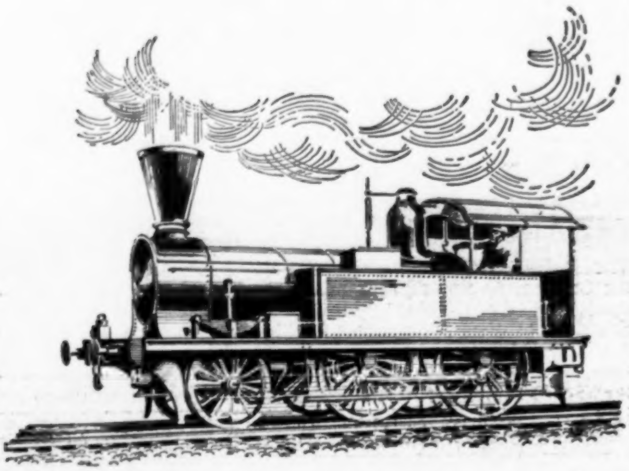
Tariff Item	Description
73.28.00	Expanded metal of iron or steel.
74.12.00	Expended metal of copper.
76.14.00	Expanded metal of aluminium.
98.10.02	Mechanical lighters
67.02.01 67.02.09	Artificial flowers and articles made thereof

(*Continued on next page*)

BOARD OF TRADE REGIONAL OFFICES

The normal Board of Trade contact for individual firms is the Board's nearest regional office. These offices are able to offer traders help and advice on exports, starting a new factory and similar problems. (Adresses on page 406 of August 6 issue.)

The **Pilgrim**
became New Zealand's first railway
locomotive in 1863



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up to date on New Zealand?

In that year, the *Pilgrim*, a typical English-built tank locomotive of the period, made the first run from Christchurch to Ferrymead. Today, our country continues to need overseas manufactured goods to maintain one of the highest standards of living in the world. Which is where the National Bank comes in: we have nearly 200 branches in New Zealand. They keep us up-to-date on local market conditions, investment prospects, import/export needs; on profitable business or travel contacts; on all manner of useful facts and figures. All this information we will gladly pass on — to your trading benefit.

Why not get in touch with us here in London? Just for a start, we'll let you have a copy of our important periodical *Review of the Economic Situation in New Zealand.*

The National Bank

OF NEW ZEALAND LIMITED

Our London Address: 8 Moorgate, E.C.2. (Tel: 01-606 8311)

Customs tariff inquiry into imports of lagging tape

THE MINISTER of Customs has referred to the New Zealand Tariff and Development Board, for inquiry and report, the question of ratio of duty and import licensing affecting cotton-based impregnated anti-corrosive and lagging tape.

The goods in question are classified in the tariff item shown below.

	Rates of duty		
	British Preferential	Most Favoured Nation	General
Ex 59.12.03 Cotton based impregnated anti-corrosive and lagging tape	Free	..	15%

The public inquiry will take place in Wellington on Tuesday, September 30, 1969, at 10.30 a.m. Typewritten statements (12 copies) should be lodged with Mr. O. A. Black, Acting Secretary, Tariff and Development Board, PO Box 5070, Wellington, New Zealand, not later than Tuesday, September 16, 1969. 'Notes for the Guidance of Witnesses', which indicate the kind of information required and the manner in which it should be submitted to the Tariff and Development Board, can be seen at the Board of Trade, Room E54, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468). Each statement of evidence will in general need to be presented under oath at the public inquiry by the person tendering it.

British producers are reminded that under Article 8 of the United Kingdom/New Zealand Trade Agreement, 1959, they are entitled to full rights of audience before this Tariff and Development Board. Any changes made are likely to remain in force for a considerable period; any exporters whose trade is likely to be affected are urged to consider seriously the desirability of submitting evidence at the forthcoming inquiry.

Firms proposing to give independent evidence through their agents in New Zealand and requiring further information should approach the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321), quoting reference CRE 1706/69.

AUSTRALIA

Late arrival of documents delaying new container service

THE CUSTOMS AGENTS FEDERATION of Australia report that, although generally documents from United Kingdom shippers are coming forward early in the new container service between the United Kingdom and Australia, there are still too many cases in which clearance of cargo is being delayed because documents are arriving late. This prevents the full benefits from being obtained from this faster service. It is suggested that adherence to the following rules will materially assist in the smoother operation of containerization to the benefit of both United Kingdom exporters and Australian importers.

In order to ensure prompt clearance of containers and the cargo in them, it is essential that container operators and exporters make a special effort to ensure that documents are despatched at the earliest possible opportunity. It is suggested that invoices should be prepared as soon as the cargo is passed over to the container operator and a Bill of Lading obtained from the container operator as quickly as possible; it should be borne in mind that the container operator cannot produce a Bill until he has received full instructions and cargo details. Without delay the documents should then be either despatched to the consignee or processed through a bank.

Where documents are processed through a bank it is essential for exporters to send a duplicate set of documents to the consignee by the first available air mail. It is desirable that these duplicate documents include the numbers of the containers in which the goods are packed. This information is required for Customs purposes.

Failure to despatch documents promptly could result in extra expense to the consignee.

New patent legislation

AUSTRALIA'S PATENTS ACT, 1969, which makes certain amendments to the country's patent law received the Royal Assent on June 14. The new Act introduces a system of deferred examination and provides that an applicant may elect for a simplified examination procedure utilizing the examinations carried out in other countries where the invention has already been patented. The date on which these changes shall come into operation has not yet been fixed. A copy of the Act is available for consultation in the Chancery House Annexe of the National Reference Library of Science and Invention (Holborn Division), Chancery House, Chancery Lane, London, W.C.2.

Tariff changes

DETAILS ARE GIVEN below of changes made in the Australian Customs Tariff by Customs Tariff Proposals which came into effect on July 14, 1969, following inquiries by (A) the Special Advisory Authority, and (B) the Tariff Board.

AMENDMENTS OF PART II OF THE FIRST SCHEDULE TO THE CUSTOMS TARIFF 1966-1969

Tariff Item	Goods	Rate of Duty	
		General	Preferential
A. After Note 4 to Chapter 20 *insert* the following notes: '5. The following goods are sepcified for the purposes of sub-item 20.04.3, that is to say, goods that: (a) Were in transit to Australia on June 4, 1969; and (b) are entered for home consumption with 21 days after importation.' After sub-item 20.04.2 *insert* the following sub-item:			
20.04.3	Cherries	47½%, and, except in respect of goods specified in Note 5 to this Chapter, a temporary duty of $0·06 per lb. Primage 10% other than drained cherries	22½%, and, except in respect of goods specified in Note 5 to this Chapter, a temporary duty of $0·06 per lb.' Primage 5%, other than drained cherries
B. After Note 3 to Chapter 85 *insert* the following Note: '4. In paragraphs 85.19.21 and 85.19.22 "each ancillary article" means each article, including each control panel, transformer or switch, that, in the opinion of the Minister, is separate from, or is capable of being readily separated from, a circuit breaker being switchgear or forming part of switchgear.' Omit paragraphs 85.19.21 and 85.19.22, *insert* the following paragraphs:			
85.19.21	Switchgear of a kind rated for use on nominal system voltages exceeding 200 kV	In respect of each ancillary article – the rate of duty set out in this column that would apply to the goods if they were imported separately. In respect of the remainder of the goods – 7½%	In respect of each ancillary article – the rate of duty that would apply to the goods if they were imported separately. In respect of the remainder of the goods – Free
85.19.22	Switchgear of a kind rated for use at voltages exceeding 1,000 and not falling within paragraph 85.19.21	In respect of each ancillary article – the rate of duty set out in this column that would apply to the goods if they were imported separately. In respect of the remainder of the goods – 45%	In respect of each ancillary article – the rate of duty that would apply to the goods if they were imported separately. In respect of the remainder of the goods – 35%

PHILIPPINES

Credit restrictions

FURTHER MEASURES to restrict imports have been announced by the Bankers Association and the Central Bank of the Philippines.

The ceiling imposed on the opening of Letters of Credit by the commercial banks has been lowered to 70 per cent of the monthly average total issues between October 1968 and March 1969. Letters of Credit may not be opened for the following commodity categories:

- Unclassified Consumer (UC)
- Semi-Unclassified Consumer (SUC)
- Non-Essential Consumer (NEC)
- Semi-Essential Consumer (SEC)
- Unclassified Producer (UP)
- Semi-Classified Producer (SUP)

Imports of machinery, equipment and other capital goods, the unit value of which exceeds US $20,000 have also been affected. Letters of Credit for these goods can only be opened on deferred payment terms, as follows:

> Not more than 20 per cent as initial payment, payable not earlier than date of shipment of the goods from the port of origin. The balance must be payable in more or less equal instalments over a period not shorter than three years from the date of shipment.

The ceiling on Letters of Credit does not apply to 'export orientated' industries but payment must still be on a deferred basis.

Inquiries concerning this notice should be addressed to the Board of Trade, Commercial Relations and Exports Department, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2253).

UNITED STATES

Fair Packaging and Labelling Act

Regulations relating to consumer commodities

THE *Board of Trade Journal* of July 16, 1969 gave notice that the United States Federal Trade Commission had suspended the effective date of the regulations relating to consumer commodities under the above Act.

The Federal Trade Commission has now announced a new effective date of September 10, 1969, for these regulations.

Inquiries about this notice should be addressed to Tariff Section (United States), Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 455, 456, 457), (Ref. FR 9.8.69)

Product coverage of consumer commodities

THE *Board of Trade Journal* of June 18 and June 25, 1969 gave notice of policy statements of the United States Federal Trade Commission about the product coverage of the term 'consumer commodity' as used in the United States Fair Packaging and Labelling Act.

The commission has determined in view of the express language and the legislative history of Section 10(a) of the Act, which defines

(*Continued on page* 535)

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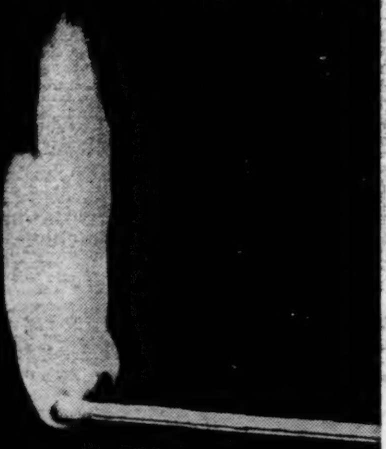

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'consumer commodity', and the entire Act that the opinions expressed in the above-mentioned policy statements set forth an interpretation of 'consumer commodity' that is unduly comprehensive. As a result, the commission has determined that in view of the Act and its history all actions taken under Part 501 of the regulations are invalid.

The commission has revised its policy statements by repealing Sections 503.1 and 503.2 of the consumer commodity regulations and by adding a new Section 503.5 entitled 'Interpretation of the definition of "consumer commodity" as contained in Section 10(a) of the Fair Packaging and Labelling Act.'

Section 10(a) of the Act defines the term 'consumer commodity' as (1) any food, drug, device or cosmetic, and (2) any other article, product or commodity of any kind or class which is customarily produced or distributed for sale through retail sales agencies or instrumentalities for

(a) use by individuals
(b) consumption by individuals
(c) personal care by individuals
(d) performance of services ordinarily rendered within the household by individuals.

and which are normally consumed or expended.

The Section does, however, expressly exclude (a) meats, poultry and tobacco, (b) economic poisons and biologics for animals, (c) prescription drugs, (d) alcoholic beverages, and (e) agricultural and vegetable seeds.

Authority under the Act to promulgate and enforce regulations in respect of any food, drug, device or cosmetic has been delegated to the Secretary of Health, Education and Welfare and in respect of any other 'consumer commodity' to the Federal Trade Commission.

As to the items subject to regulation by the Commission, the legislative history of the Act demonstrates the intent of Congress to place the following categories outside the scope of the definition 'consumer commodity':

(1) Durable articles or commodities;
(2) Textiles or items of apparel;
(3) Any household appliance, equipment, or furnishing, including feather and down-filled products, synthetic filled bed pillows, mattress pads, and patchwork quilts, comforters and decorative curtains;
(4) Bottled gas for heating or cooking purposes;
(5) Paints and kindred products;
(6) Flowers, fertilizers and fertilizer materials, plants or shrubs, garden or lawn supplies;
(7) Pet care supplies;
(8) Stationery and writing supplies, gift wraps, fountain pens, mechanical pencils, and kindred products.

As mentioned in the Act the terms 'consumed or expended' mean (1) the immediate destruction or extinction of an article, product, or commodity, or of the part used; or (2) the substantial dimunition in the quantity, quality or utility of an article, product or commodity which results from usage upon one or several occasions over a comparatively short period of time.

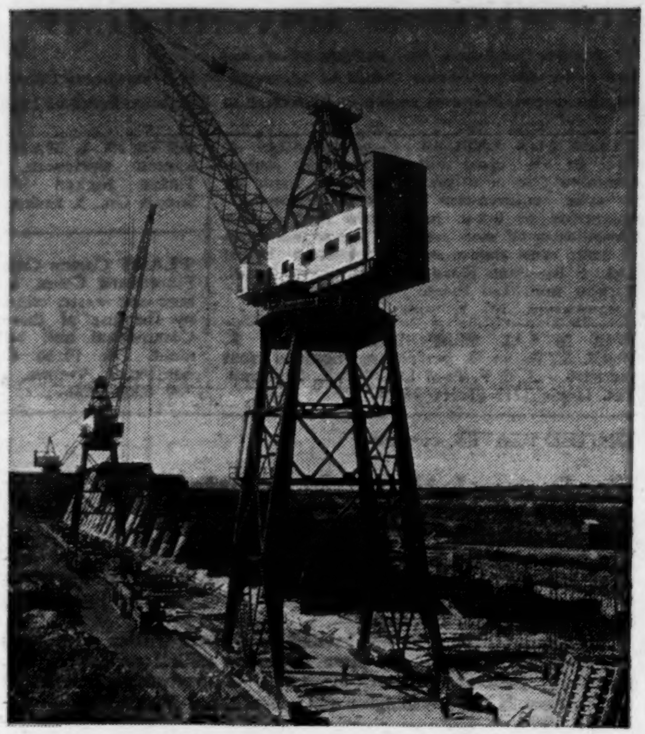
Inquiries about this notice should be addressed to Tariff Section (United States Section), Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 455, 456, 457), (Ref. FR 9.8.69.)

Multi-unit containers

THE *Board of Trade Journal* of July 9, 1969 gave notice of a proposal of the United States Food and Drug Administration to amend the regulations under the United States Fair Packaging and Labelling Act to require a declaration of quantity of contents on multi-unit containers in terms of the numbers of individual units, the quantity of each individual unit, and the total quantity of the contents of the multi-unit packages.

The Food and Drug Administration has now extended the time for filing comments on this proposal until August 25, 1969.

Inquiries about this notice should be addressed to the United States Section, Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397), (Ref. FR 5.8.69).



Three of five Stothert and Pitt cranes used in the construction of the Jupia Dam project in Brazil. Five even larger jib cranes, each weighing 500 tons and towering 400 ft. above the ground, are being built by Stothert and Pitt Ltd. engineering group for the construction of the Ilha Solteira Dam project on the Parana River in the heart of the Matta Grosso. The crane contract, worth £800,000, was awarded by the Centrais Electricas De Sao Paulo, SA. The first is already on its way to Brazil. So much steelwork is involved that it required 23 railway wagons to take sections to the docks.

Guides for the watch industry

THE UNITED STATES Federal Trade Commission has under consideration a proposed revision of Guide 10 of the 'Guides for the Watch Industry', which relates to the disclosure of the foreign origin of watch movements, movement parts and related matters.

The Federal Trade Commission has invited written comments from all interested parties. Information and data should be addressed to the Chief, Division of Industry Guides, Bureau of Industry Guidance, Federal Trade Commission, Pennsylvania Avenue and Sixth Street N.W. Washington D.C., 20580, to arrive not later than September 8, 1969.

Inquiries about this notice should be addressed to the United States Section, Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397) (Ref. FR 7.8.69).

Control of air pollution from vehicles

THE *Board of Trade Journal* of June 14, 1968, gave notice of regulations for the control of air pollution from new motor vehicles and new motor vehicle engines beginning with the 1970 model year. The United States Department of Health Education and Welfare now proposes to amend the regulations to require manufacturers to label vehicles and engines for which a certificate of conformity is issued.

Interested persons are invited to submit written views or arguments on these proposed regulations with the Commissioner, National Air Pollution Control Administration, Ballston Center Tower No. 2, 801 North Randolph Street, Arlington Va 22203, to arrive not later than September 1, 1969.

Inquiries about this notice should be addressed to the United States Section, Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397) (Ref. FR 2.8.69).

(United States continued on next page)

MISCELLANEOUS ADVERTISEMENTS

6/- per line, minimum 30/- payable in advance.
Orders for advertisements should be addressed to **HM Stationery Office, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1.**
Replies to Box Numbers should be addressed to **Box No.—Board of Trade Journal, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1.**

TYRES FOR EXPORT. Large quantities of tyres fit for repair and for remould always available. Can be inspected on site or made up to your requirements by expert examiners. Quantities of good, part worns and unused remoulds in all sizes available. Large quantities of scrap tyres always available. J. Rose (Tyres) Ltd., 6 Bradman Road (off Hammond Road), Kirkby Industrial Estate Nr Liverpool. Tel: Simonswood 2157 (6 lines)

THE METAL PERFORATORS J. & F. POOL LTD., invite perforating inquiries from industry. – J. & F. Pool Ltd., Hayle, Cornwall. Tel. Hayle 3213. Telex 45286.

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UNITED STATES, *continued*

Trade regulation rule—electric incandescent light bulbs

THE UNITED STATES Federal Trade Commission has under consideration two alternative proposals for a trade regulation rule relating to the sale of large household incandescent electric light bulbs for general lighting purposes.

All interested persons are invited to submit written comments and data (in duplicate) on these proposals with Joseph W. Shea, Secretary, Federal Trade Commission, Pennsylvania Avenue at Sixth Street N.W., Washington D.C. 20580, not later than November 23, 1969.

Interested persons also have an opportunity to present their views orally at a public hearing to be held on September 30, 1969, in Room 532 of the Federal Trade Commission Building, Washington D.C. Any person wishing to take part in the hearing should inform the Secretary not later than September 19, 1969, stating the estimated time required for the oral presentation.

Inquiries about this notice should be addressed to the United States Section, Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397) (Ref. FR 31.7.69).

Motor vehicle safety standards

Rear underside protection for trailers and trucks

THE *Board of Trade Journal* of June 18, 1969, gave notice of an extension of time to file comments on a proposed new Motor Vehicle Safety Standard relating to rear underside protection for trailers and trucks with gross vehicle weight rating of over 10,000 pounds.

The United States Federal Highway Administration has announced a further extension of the time for filing comments until December 1, 1969.

Inquiries about this notice should be addressed to the United States Section, Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397) (Ref. FR 7.8.69).

Glazing materials for trailers

THE *Board of Trade Journal* of October 27, 1967, gave notice of 47 proposals of the United States Federal Highway Administration for broadening existing Federal motor vehicle safety standards and for the development of new standards for 1969 and subsequent years.

Among the items considered for future rulemaking was a proposal to extend the applicability of the glazing material standard (No. 205) to trailers.

The Federal Highway Administration has now announced that it proposes to take no further action on this proposed rulemaking.

Inquiries about this notice should be addressed to the United States Section, Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397) (Ref. FR 5.8.69).

Glazing materials for passenger cars, etc.

THE *Board of Trade Journal* of March 21, 1969 gave notice of a proposed amendment to Motor Vehicle Safety Standard No. 205 – Glazing materials for use in passenger cars multi-purpose passenger vehicles, motor cycles, trucks and buses.

The United States Federal Highway Administration has now extended the time for filing comments on this proposal until October 1, 1969.

Inquiries about this notice should be addressed to the United States Section, Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397), (Ref. FR 5.8.69).

CHILE

Customs schedule amendments

THE FOLLOWING amendments were made recently to the Chilean Customs Schedule:

Tariff	Details	Duties	
		Specific	*Ad valorem*
		Gold Pesos	
25.27.99	Natural crude steatite with a minimum of 90% magnesium hydrosilicate for the manufacture of pharmaceutical talc	0 (Valid until December 12, 1969)	40%
29.16.01.07	Citric acid	K.N. 3·90	40%
84.21.01.02	*Sprayers with a capacity of over 1,500 litres	0	0
84.21.01.99	*Other sprayers	0	0
84.22.99.99	Hoisting cranes for the construction of high buildings	0 (Valid until December 31, 1969)	40%

*Fungicide, herbicide and insecticide sprayers for agricultural purposes only.

TRINIDAD AND TOBAGO

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Applications for pioneer status are processed by the Trinidad Industrial Development Corporation, Salvatori Building, Independence Square, Port of Spain, Trinidad (PO Box 949). It would be appreciated if firms writing to the Industrial Development Corporation would copy their initial correspondence to the British High Commission, Commercial Department, PO Box 778, Port of Spain, Trinidad.

Inquiries about the above notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2627).

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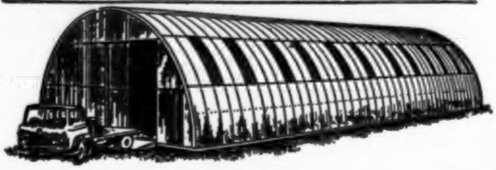

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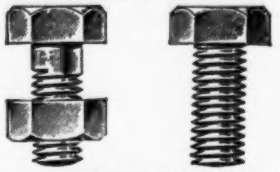

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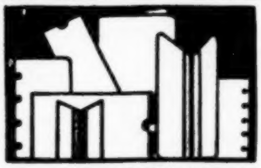

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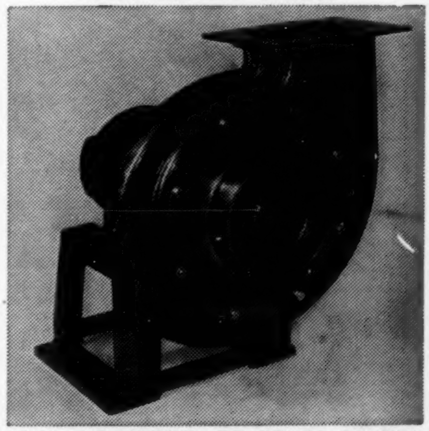

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